Board of Trade Journal

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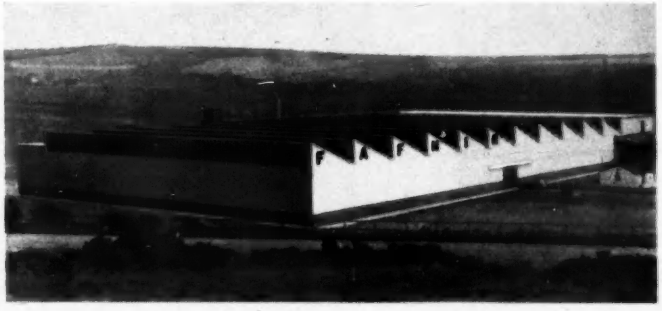

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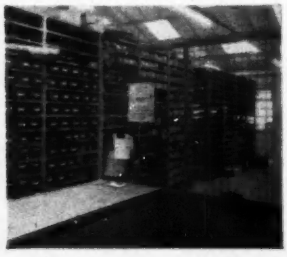
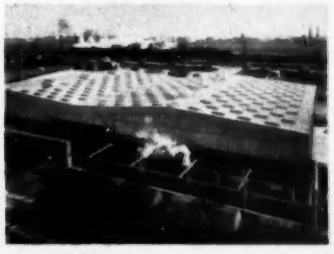
Large garage for Sidney Pentland Limited of Belfast.

Part of the work carried out for Tate & Lyle Transport Limited at Liverpool.



Rail tank car repair building at Shell Refinery Company's Stanlow refinery, Cheshire.



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Board of Trade Journal

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Houston – a key to development in Texas 895
Lord Mayor opens new Board of Trade Export Centre . . 897
The Colleges of Advanced Technology 898
New Ministers at Board of Trade 899
The Chancellor on Britain's expanding economy . . . 900
New member appointed to Monopolies Commission . . 900
Compensation to stateless victims of Nazism 900
Imports of grapefruit, orange and bananas from Dollar Area . 901
Imports of canned grapefruit from the Dollar Area. . . 901
Applications for temporary exemption from import duty . 901
Drawback on imported chemicals and linseed oil used for export purposes 901
Imports of textiles from Portugal 901
Weights and Measures Regulations 1963 902
Weights and Measures (local standards: limit of error) . . 902
Measuring Instruments (Liquid Fuel and Lubricants) Regulations 1963 902
Purchase tax exemption on motor caravans 902
British design in Poland 902
Danish nuclear and conventional power mission to the United Kingdom 903
Local Employment Act assistance to Scottish highlands . 903
Italian steelmakers' fact-finding mission to United Kingdom . 904
The Economy – Selected Indicators 905
World trade and industrial production in first half of 1963 . 906
Registrations of British and foreign films 907
Cinema admissions and takings in September 907
Index of retail prices, September 1963 907
Provisional figures of U.K. trade in September 909
Orders, deliveries, production and exports in the engineering industries in August 910
Growing tourist trade announced by BTHA 911
Northern Ireland index of industrial production 912
Retail sales in Northern Ireland in August 912
Business Monitor: Production Series 912
Index of industrial production for August 913
Government surplus sales by auction 914
New books 915

Exhibitions and Fairs
Why exhibit abroad? – The De La Rue approach . . . 916
British success at 'Kunststoffe" 1963 917
British weeks in Australia 919
British fashion display in Paris 919

Overseas Trade and Exports
Turnover tax in the Irish Republic 921

Trade and Financial Arrangements
Benelux and Hungary. Yugoslavia and USSR. British Trade Commissioner in Vancouver. Hints to businessmen booklets.
Insured parcel service to the Sudan 922
Information for United Kingdom exporters 923
Recent export orders 928
Export tours of U.K. businessmen 929

Tariff, Customs and Import Regulations in overseas countries
Australia: Tariff changes. Tariff board inquiry. Special advisory authority inquiry result. Revision of customs by-laws . . 930
Australia: Decisions on tariff classifications. Malaysia (Federation of Malaya): Pioneer Industries Ordinance 1958. Goa: Import control 933
Ghana: Imports in Ghana – exchange control notice to banks . 934
Ghana: Notice to importers 935
Republic of South Africa: Customs tariff changes . . . 936
Republic of South Africa: Definition of manufactures of a particular territory. Rebate of duty for manufacturing purposes (i). Rebate of duty for manufacturing purposes (ii) . . . 937
Republic of South Africa: Customs tariff application. Sierra Leone: Applications for import licences, 1964. Amendments to customs tariff. Irish Republic: Import of raw tomatoes. European Economic Community: Tariffs in the European Economic Community. France: Global quota for seed potatoes. Federal Republic of Germany: Assimilation levies on biscuits and wafers reintroduced 938
United States: New edition of 'Exporting to the United States'. Canada: 'Made in Canada' ruling. Port of Spain-Trinidad: New Bonding system. Mexico: Tax exemptions for new industries 939
Peru: Import duties increased. Ecuador: Import control changes. Brazil: Fiscal dollar rate. Guatemala: Tenders . . 940
Guatemala: Customs tariff change 942

Front cover photograph

The skyline of Houston, the largest city in Texas and, with Dallas, one of the pace-setters of the booming Texas economy. Already a wealthy city as a commercial centre for Texas agriculture and industry, Houston has recently benefited from the establishment of the National Aeronautics and Space Administration's Land Spacecraft Centre. From the era of the cowboy the city has progressed to that of the oil gusher, petro-chemistry, and now space exploration. An article on the influence of Houston as a leader of Texas development and the effect of this development upon the growth of the city appears on page 895.

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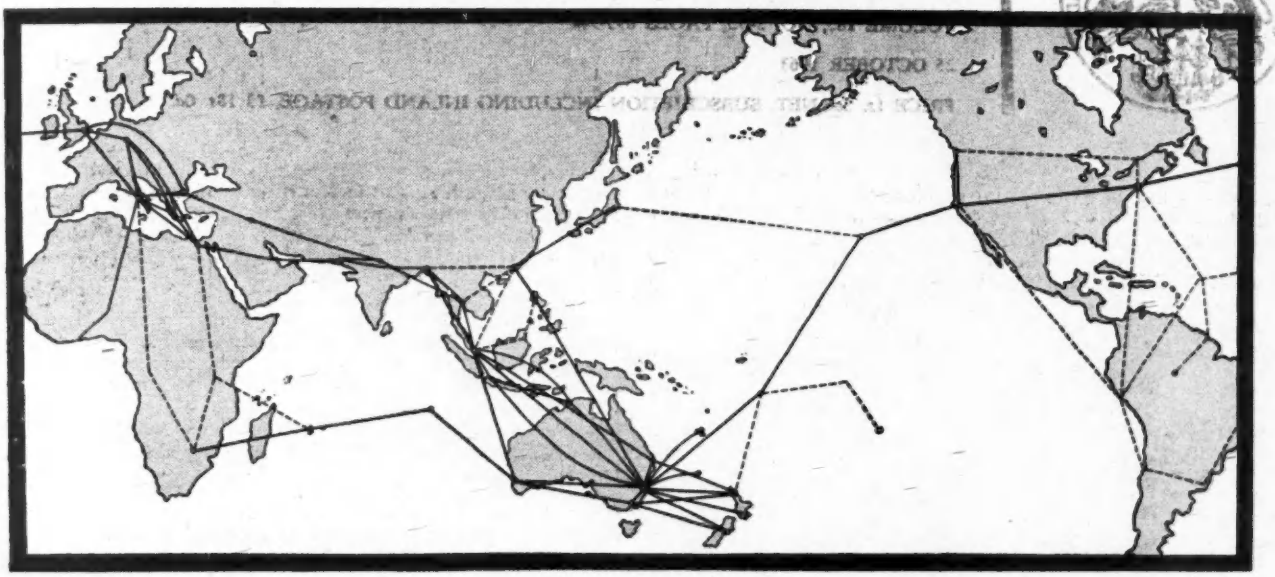

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Houston—a key to development in Texas

CONTRIBUTED BY
THE HOUSTON CHAMBER OF COMMERCE

TODAY'S TEXAS looks little like the Texas of pre-World War years. The last two decades have seen a re-shaping of its productive, distributive and cultural façade. Big and bragging Texas has succumbed to the sweep of a population and industrial shift towards Southwestern United States.

The gadgetry of science is over-running the land of the cowpoke and gusher-blessed millionaire. Even the Texas gags have given way to talk of electronics, supersonics, economics, aeronautics and, naturally, embryonics. Oil-gusher gossip has been joined by the jargon of petrochemistry and space exploration.

With the face of Texas continuing to change, it might be said that today's Texas isn't Texas any more. It's bigger and better! Bigger as an industrial-commercial-agricultural complex. Better as a developing market-place fitted with the best facilities of the astro-economic era.

Pacesetters of the Texas economy are the two major metropolitan areas of Houston and Dallas, where the head offices are situated of several of the largest American corporations including Texas Instruments Inc., Dresser Industries Inc., Hughes Tool Company, Brown & Root Inc., and Humble Oil and Refining Company, some of which have capital resources of more than $200 million. The population of Dallas now exceeds 1 million, while Houston's metropolitan area approaches 1·4 million. While these two important cities have enjoyed healthy rivalry, it now appears that Houston is emerging as the focal point of the South-west.

Highlighting activities in Texas is the recent establishment in Houston of the National Aeronautics and Space Administration's Manned Spacecraft Centre. Practically every facet of NASA's manned space flight programme will be directed from the new installation. Here the plans will be drawn, the designs established, the spacecraft and associated systems developed, much of the hardware tested, the astronauts trained.

Once a manned mission is launched from Cape Canaveral, the centre will serve as command and control post for the flight itself. Future news releases about United States manned space accomplishments will bear a Houston date line.

The most promising city

In a recent evaluation of business trends in Texas, the *Dallas Morning News* reported: 'Houston today is not only the biggest but it is probably the most promising city in the State of Texas.' Referring to the impact of the Manned Spacecraft Centre on Houston, the *News* said: 'It may also end, once and for all time, the race between Dallas and Houston by putting Houston indisputably out in front.'

Houston was already doing very well, even before it felt a lift from the Manned Spacecraft Centre. For the previous twenty years, Houston has increased its population at the rate of 3,500 per month – about a 5 per cent increase each year. The space facility, adding another important dimension to the economic life and industrial opportunity of the area, promises to be an accelerator to Houston's already impressive rate of growth.

Growth is not limited to Houston and Dallas alone. All around Texas are signs of economic development. Trends are healthy, commanding the attention of those in the business of selling goods and services. Texas offers this evidence of business activity during the past five-year period: manufacturing production up 15 per cent; population up 8 per cent; personal income up 21 per cent; *per capita* income up 12 per cent; farm income up 23 per cent.

Texas now has a population in excess of 10 million with an effective buying income of $16·9 billion. Retail sales for the State approach $11·6 billion annually. The 10 million people comprise a consuming market that is stimulating the transition from a raw material towards a fabricating State.

The people spend a larger share of their pay than is the case in most States, apparently because of the fast growth, the relatively young population and the spirit that prevails in a market-on-the-move.

Construction continues to stand out as a prime index of progress in the Dallas and Houston Metropolitan Areas. In both cities, the overall building activity is expected to run well past the half-billion mark during 1963.

Two million square feet of display space

Houston is building almost feverishly – everything from office buildings to petrochemical plants, from freeways to runways for a new inter-continental airport, from hotels to hospitals to homes by the scores. In Dallas, two major additions to the skyline are underway, both of which will tower 50 stories in the air. The Dallas Market Centre consists of the Trade Mart, Market Hall, Home Furnishing Mart, the Decorative Centre. Together these buildings comprise about two million square feet of display space which is occupied by 800 permanent tenants representing 4,000 manufacturers and importers who include in their displays goods from 56 foreign countries.

The Centre is devoted to housewares, decorative accessories, lamps, giftware, floor coverings, appliances, drapery, furniture, and toys. It serves an area of 25 States with a population of 28 million and is regarded as the second most important in the United States following Chicago.

Only two other cities in the entire nation can match the current rate of construction reported by Houston. Crediting the city with $338 million in 1962 construction, Dun & Bradstreet's *Business Trends News* has listed only Los Angeles and New York City ahead of Houston. Of the major cities, Houston's 35·1 per cent increase in 1962 over its 1961 total reflected the fastest rate of growth in the nation.

While Houston hit a record in new construction last year, Dallas registered $247 million. The total figure of $585 million for Houston-Dallas exceeds by a comfortable and noteworthy margin the $520 million construction volume by New York City. Another good sign of activity in Texas.

In view of several major construction projects yet to be initiated this year, there is little question that Houston will establish another record in construction volume during 1963.

During the 1952-62 decade, Houston built 149 per cent as much office space as the entire total constructed up to 1952, an indication of how bright and new the Houston skyline really is. Current construction will add another 41 per cent by the end of this year.

With a total of 6 million square feet of office space added since 1960 and 10 major buildings under construction at the present time, Houston has space available to meet any immediate requirements.

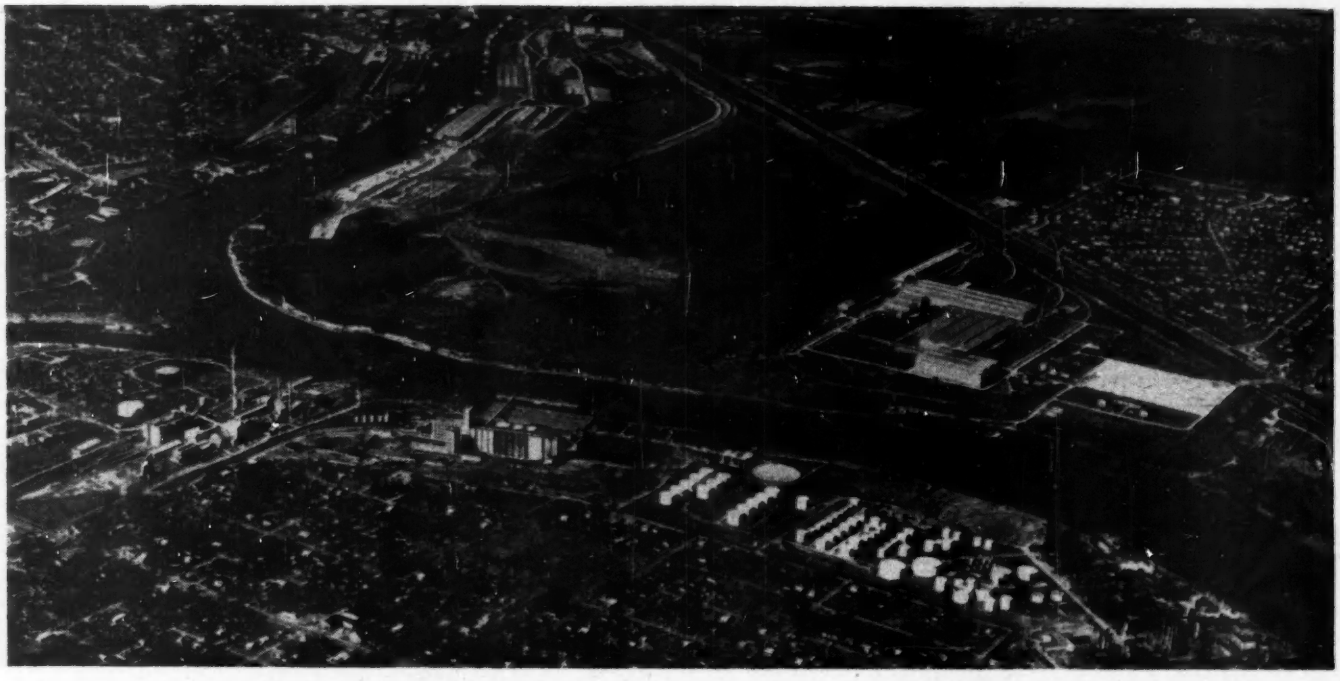
Strong surge in commercial construction

The strong surge in commercial construction can be attributed largely to the increasing concentration of corporate headquarters for national firms in Houston. As an indication of the future, 100 national space-related corporations have opened offices to plan for further developments in liaison with the Manned Spacecraft Centre.

Another important factor in the future growth of Texas is that of air service. Dallas and Houston provide good airport facilities, as well as fast and frequent schedules to major cities of the nation and abroad.

Houston is rocketing to the forefront as an aviation centre. Due to be operational in 1966 is the Houston Inter-continental Airport, a 6,200-acre facility that will accommodate 3,000 miles per hour supersonic jets. Cost of the development may exceed $150 million.

The significance of air service was underscored by the recent



A view of the port and industrial area in Houston.

agreement by an American airline to buy three British-French made supersonic jets with proposed speeds of 1,450 miles per hour. The big superjets will travel between Houston and Los Angeles in an hour and thirty minutes, a trip that now takes two hours and forty-five miutes. In the same type of aircraft, a London trip from Houston would take four hours.

As jet transportation is further developed it seems inevitable that there will be a strong tendency to concentrate functions whose success depends heavily upon economic and efficient air transportation services. And those cities qualifying as major jet hubs will benefit most Supersonic jets flying at Mach 2 must fly at least 1,500 miles between take-offs and landings. Obviously only one supersonic airport will serve each region – reducing that region's other airports to satellite status.

Supersonic hub of the south-west

Recognizing the challenge to make Houston the supersonic-hub of the entire South-west, the city is moving full-speed ahead with the construction of the completely new airport, designed specifically for the jet operations of today and the supersonic jet operations of the future.

At present the nation's only other jet-designed airport is Dulles Airport, near Washington D.C. The first such undertaking by a municipality, the Houston Intercontinental Airport represents the most advanced design and engineering of an airport facility.

In developing the new supersonic airport, Houston is pioneering in world commerce in much the same fashion the city became a major seaport. Houston is fifty miles from the Gulf of Mexico. It had no sea. So, a channel was dug which brought the sea to Houston's door.

Just as London's shipping complex is located inland on the Thames, Houston is situated on Buffalo Bayou, dredged to a depth of 36 feet to accommodate ocean-going vessels.

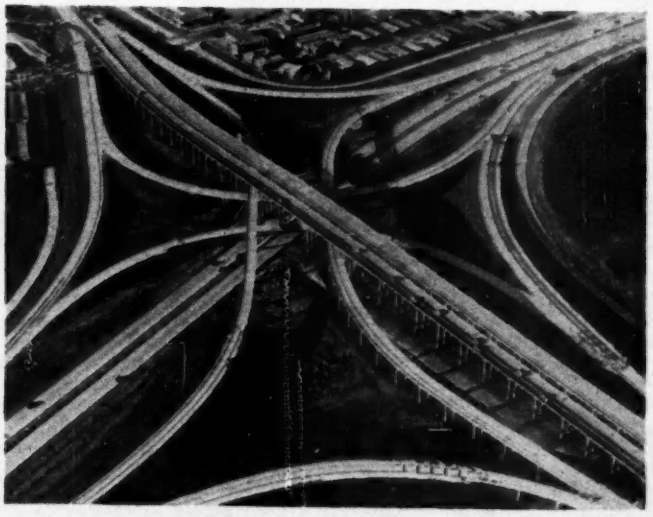
The Port of Houston handled nearly 4,600 ships during 1962, moving 58·6 million tons. A $34 million expansion programme, largely paid for from port earnings, is adding new facilities. Further expansion of this high-efficiency and low-cost port is already being planned. Only recently has the Texan acknowledged foreign trade as a two-way transaction which requires him to buy from abroad if he wishes to sell abroad. The tempo of foreign trade will undoubtedly increase and rich rewards await overseas firms that can match the strong domestic competition for the Texas market.

Clearly in the throes of a pulsating boom, Houston is building and planning for adequate transportation facilities. Traffic demands on Houston streets, thoroughfares and freeways are expected to quadruple by 1980 due to a predicted population growth to more than 2·5 million.

Twenty years hence, reliable estimates indicate, the number of motor vehicles will have increased to more than 1 million, and motor vehicle miles per year will have climbed to nearly 10 billion.

The 244-mile freeway system presently under construction or designated in Houston will help provide adequate highway and street facilities capable of handling this tremendous automobile growth problem. Costing about $435 million, it is scheduled for completion in the early 1970's.

As the Cultural Centre of the South-west, Houston offers its Symphony Orchestra, conducted by Great Britain's internationally renowned Sir John Barbirolli. The Symphony ranks as one of the nation's finest. The Museum of Fine Arts, just one of several art



An interesting road complex outside Houston.

Lord Mayor opens new Board of Trade Export Centre

Sir Ralph Perring, Lord Mayor of London, opened the new Export Information Centre at the headquarters of the Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London E.C.4, (Tel. City 5757) on October 15. (See Board of Trade Journal October 11, page 785, and October 18, page 843). Below are a selection of pictures from the opening ceremony.

The first export inquiry at the Centre was made by the Lord Mayor (seated) and was dealt with by Mrs. J. O'Connor. On the left is Lord Derwent and Miss C. Brisley, of the Export Services Branch.

The Lord Mayor (left) accompanied by Lord Derwent (centre), and Sir Richard Powell, Permanent Secretary, Board of Trade (right), chat after viewing the 'Shop Window'.

The Lord Mayor (right) accompanied by Mr. H. Birtles, Director of the Export Services Branch of the Board of Trade (left) and Lord Derwent (centre), inspect the 'Shop Window' following the opening.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses was given on page i-vi *of the* Board of Trade Journal *of October 11.*

museums, under famed Director James Johnson Sweeney, is earning widespread recognition. A Museum of Natural Science complements the Hermann Park Zoo.

Construction will soon begin on the Jones Hall for the Performing Arts. It will be a $6 million facility located in the downtown business district as part of Houston's Civic Centre.

A unique plastic-domed Sports Stadium, presently under construction at a cost in excess of $22 million, will accommodate 43,000 for baseball, 53,000 for football, up to 66,000 for boxing. This completely enclosed and air-conditioned facility can handle the largest of the nation's conventions. It probably will be the site for at least one of the major political conventions in 1968.

Houston is a centre for medical research

Houston is a world-renowned centre for medical research, treatment and training. In one concentrated area, the Texas Medical Centre includes 10 major hospitals and clinics, three medical schools and three research institutes attracting students, researchers and patients from all over the world.

Already representing an investment of $125 million, exclusive of land values, the complex continues to grow and expand. The most significant new development is the recent approval by the State Legislature for the creation of a University of Texas Graduate School of Bio-Medical Sciences. A $6 million unit is being planned to house the new graduate school in Houston's Texas Medical Centre.

One of the nation's most significant centres of scientific research, Rice University plans to double its graduate school programme, even while adding new emphasis to the humanities. With enrolment limited, high scholastic averages are required for entrance. Rice has just created a Space Sciences Department, the first in the nation.

The University of Houston, second in size in the state only to the University of Texas, is now a state-supported school and expects a rapid rise in enrolment.

Many things have contributed to the making of present-day Houston. Texas has been influenced by factors too numerous for analysis in this article. Whatever the factors, the important thing is that they add up to opportunity.

During the year of 1962, an impressive 340 new industrial and commercial developments were announced in Houston alone. These projects totalled $300 million in capital investment. Houston gains a significant new business enterprise or an expansion of an existing firm at the rate of one every three days. Obviously, this is the land of opportunity.

Reasons for selecting the Texas area for business investments can be traced to a vigorous economic climate, a land-sea-air transportation complex, abundant wealth of resources, healthy labour outlook, rapidly-expanding markets and – not the least – Houston's growing national and international stature as a major metropolis.

Mr. Arjay R. Miller, Ford Motor Company's new chief executive, remarked recently: 'Houston's future is fantastic. It could easily become the capital of space technology and research.' Whatever the future may be, it is certainly promising.

Visit of U.K. Commercial Officers from the United States

AN INFORMAL reception for the national and provincial press was held at the Board of Trade Headquarters, Horse Guards Avenue, London, S.W.1, to meet the six United Kingdom Commercial Officers who have come over from the United States to advise British businessmen on exporting to the United States (see *Board of Trade Journal*, October 18, and the five immediately preceding issues). The officers are:

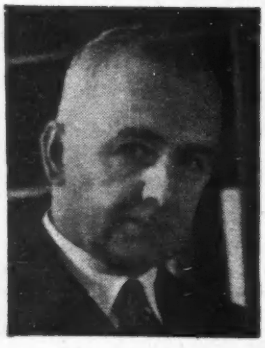
Mr. Malcolm Gale, Commercial Counsellor, Washington.
Mr. Alan G. Elgar, Consul (Commercial), Los Angeles.
Mr. W. E. Williams, Consul (Commercial), Detroit.
Mr. Eugene H. Harrison, Vice-Consul (Commercial), Minneapolis.
Mr. Matthew W. Briar, Vice-Consul (Commercial), Cleveland.
Mr. B. W. Goodman, Commercial Officer, New York.

There were no speeches or formalities. The object of the meeting was to enable the press to meet those officers who will in the forthcoming weeks be interviewing businessmen in their areas.

The Colleges of Advanced Technology

By Dr. James S. Tait, Principal of Northampton College of Advanced Technology, London.

This is the third article on particular aspects of technical education in industry, one of the important points which is being stressed during National Productivity Year. A series of articles on 'Education and Industry' was published in the Board of Trade Journal some months ago.



NEARLY A DECADE ago it was realized that by 1965 the infants described as the 'bulge' in the post-war birthrate would be clamouring at the portals of the Universities, and that unless there were a tremendous increase in the number of places available, an increasing proportion of them would be denied full-time education beyond the age of 18 years. Obviously, if existing Universities were reluctant to expand their undergraduate facilities, new Universities would have to be created, and if interference with academic freedom were to be avoided, each would plan in its own way. From the outset it was recognized that most Universities are oriented towards the arts and humanities end of the educational spectrum, and the applied science and technological end of the spectrum is distinctly non-U. The applied scientists and technologists without whom there would not be the scientific advances on which the national economy depends, would not be available in adequate number and variety unless some more definite plan were implemented. It was decided in the first instance to concentrate on the expansion of Imperial College of Science and Technology, London, the Royal College of Science and Technology, Glasgow, and the Manchester College of Science and Technology. For these Colleges, University conditions, professional appointments and the award of degrees at first and post-graduate level through existing links was a great success, and their prestige as National Institutions has grown enormously in the last decade. Already Glasgow has been granted the autonomy of its own awards and the post-graduate population of Imperial College is about 40 per cent of the total student load.

In 1956 the Government decided on a further advance. Eight colleges or polytechnics, with two later additions were selected for rapid development as Colleges of Advanced Technology. Their names are well-known* and their history spans more than half a century; their origins lay mainly in the desire to aid earning power by learning, and they have purposefully and continually provided an educational service for industry. As industries became more scientifically based (and this was part of the feedback of the College effort), the Colleges extended their educational spectrum and penetrated more deeply into fundamentals. With designation as Colleges of Advanced Technology they were required to restrict themselves to work of University level.

From their inception about the end of last century most of the Colleges had experience of some University level courses, but now they were to be restricted to that level and the majority of their students, some of whom were following fascinating courses in unusual or highly skilled crafts or at early stages in preparation for membership of professional institutions, had to be transferred to Regional and other Colleges. Apart from the human problems, the transfer of courses involved the transfer of equipment and even staff and in the absence of a clear plan many staff regarded the changes with very mixed feelings.

How have the Colleges coped with the challenge?

The full-time student load has certainly increased fivefold and the full-time academic staff has more than doubled. There are now effectively more than 13,000 full-time students in the colleges and over 1856 full-time academic staff in post. There is an agreed policy to have 15,000 full-time students in the colleges by 1966 and by 1970 the target may be well over 20,000. This will mean recruiting at least 1,000 more staff and the Colleges are anxiously awaiting the outcome of the National Incomes Commission deliberations because their future depends, in a major way, upon their ability to attract staff of high, and exceptional, quality to fill the senior teaching and research posts. No less important will be the recommendations of the Robbins Report because Readers and Research Fellows cannot carry out effective research programmes nor fulfil their mission of teaching the methods of research unless they can attract a supply of post-graduate students for whom the incentive usually lies in a Master's or Doctor's degree. Meantime more than half the available posts for Readerships in the Colleges stand vacant. The Colleges are aware that if we, in this country, are to compete with our continental colleagues for whom a five or even seven years' University course of study is normal, there must be a major development of post-graduate courses and research. In fact most encouraging developments are taking place in all colleges. To bring the matter into sharper focus, let me illustrate from my own college.

Some 1,500 students annually attend post-graduate short courses in a variety of specialized subjects but the real gains will not be made until substantial numbers of selected students can return to college for a full post-graduate year. This has been very successful in Instrumentation and Control Engineering subjects and seems likely to be so in Industrial Administration, but some other pattern – probably block release – will have to be tried for Instrument Design Leaders and for Management courses.

Some 12 students are now working on research projects in active collaboration with industry for Membership of The College of Technologists which is sponsored by the National Council for Technological Awards and is intended to be of Ph.D. standard. Forty students are registered for Higher Degrees of the University of London.

Recent research awards have included £12,000 from the Department of Scientific and Industrial Research for an investigation into Information Retrieval, £8,585 for research into fuel cells or molten salts and £3,400 for research into subjective brightness.

The major teaching contribution of the College is however at undergraduate level and for some years the number of full-time students reading for the BSc. (Eng.) Internal Degree of the University of London has remained at about 300, while about 200 ful-time students have prepared for professional qualifications in Ophthalmic Optics.

The most spectacular development as an Advanced College has been the strengthening of links with industry, and the fact that close on 1,000 young men and women, mostly industry-based, are attending four-year sandwich courses for the Diploma in Technology at the College is evidence that one of the challenges of designation is being met. These courses are being run on the end-

*Battersea College of Technology
Birmingham College of Technology
Bradford Institute of Technology
Bristol College of Science and Technology
Brunel College
Chelsea College of Science and Technology
Loughborough College of Technology
Northampton College of Advanced Technology (London)
Salford, The Royal College of Advanced Technology
Welsh College of Advanced Technology, Cardiff.

New Ministers at Board of Trade

THE CABINET appointments made by Lord Home, the Prime Minister and announced from 10 Downing Street on October 20, included the following:

Mr. Edward Heath, formerly Lord Privy Seal, to be Secretary of State for Industry, Trade and Regional Development, and President of the Board of Trade;
Mr. Frederick Erroll, formerly President of the Board of Trade, to be Minister of Power.

Note:

Mr. Heath was Lord Privy Seal from July 1960. When Britain made her application to join the European Economic Community in 1961, he was appointed Minister in charge of the negotiations.

Mr. Edward Heath, when Lord Privy Seal, ringing the replica of the Lutine bell at the 'Navigare 63' Exhibition at Helsinki, last month. With him are Mr. D. Greenall, Clerk to the Committee of Lloyd's and Mr. W. W. Wilson (right), First Secretary (Commercial) at the British Embassy, Helsinki.

He was born in 1916, son of a Broadstairs businessman, and was educated at Chatham House, Ramsgate, and at Balliol College, Oxford. He has been Conservative Member of Parliament for Bexley since 1950.

During the war he became second in command of a regiment of the Honourable Artillery Company. After the war Mr. Heath entered the Civil Service, receiving an administrative appointment at the Ministry of Civil Aviation. He resigned on being adopted as prospective Parliamentary candidate for Bexley. He joined one of the oldest merchant banking firms in the City of London and worked with it until he received his first Government appointment in 1951. His most recent post before becoming Lord Privy Seal was that of Minister of Labour, to which he was appointed in October 1959.

In the second list of Ministerial appointments issued on October 21 it was announced that Mr. Edward du Cann, formerly Economic Secretary to the Treasury, had been appointed Minister of State, Board of Trade.

Mr. du Cann was born in 1924, took a degree in law at Oxford and served with RNVR during the war. He subsequently held business appointments in finance and banking and published a book on investment in 1959.

When the *Journal* went to Press on October 22, the list of Ministerial appointments had still to be completed.

Colleges of Advanced Technology, continued

on principle so that the college equipment and buildings are being used for eleven months of the year, and industrial firms have the opportunity of using their training places to full advantage.

The educational spectrum is being extended into the social science field but perhaps the greatest contribution to the development of the whole man lies in a full residential experience. Some of the Colleges, in addition to large and attractive new buildings, already have extensive halls of residence, but for the Northampton College the new hall for some 500 students which is now rising 20 storeys into the London skyline near St. Paul's will not be available till the spring of next year.

The Colleges are off to a good start and hope that the Robbins Report, supported by the National Incomes Commission recommendations, will give a new stimulus.

Britain's exports continue an encouraging story

—Mr. Frederick Erroll

SPEAKING AT the annual dinner of the Institution of Mechanical Engineers in London on October 17, Mr. Frederick Erroll, the then President of the Board of Trade, said that so far Britain's exports were six-and-a-half per cent more than in the comparable period last year. Trade figures issued by the Board of Trade (see this week's *Board of Trade Journal*, October 25, page 909) showed a continued encouraging story in which the engineering industry had contributed substantially.

Continuing, Mr. Erroll said: 'September was another good month for exports – £348 million, seasonally adjusted. Imports are rising too – £421 million. I shed no tears about this. The imports are coming in to sustain and support the rising level of activity in the economy. This is a picture of welcome and healthy growth. The recent export figures underline, better than any words can do, the vitality of British industry and the world-wide acceptability of British goods.'

Mr. Erroll added: 'We hear a lot about a changing world, about technological revolution and so on. Sometimes indeed one is almost led to believe that this is something which is happening abroad but has somehow passed us by. If this is so, how then do we remain one of the world's major suppliers of manufactures and particularly of engineering manufactures? Why is it that this year customers overseas will have spent something like £4,000 million on British goods? The figures show in another way how Britain has reacted to change, and indeed has pioneered quite a part of it. Before the war, the engineering industries provided about 20 per cent of our exports. Since then, international trade has grown enormously; our own total exports are many times in value what they were before the war.'

Our exports of engineering products had shared in this general increase. But they had done much more than that; they had also greatly increased as a proportion of our total exports. Twenty per cent before the war, they were now 45 per cent of a much larger total. The process of change was not something we had yet to start; it had been with us for a long time.

HINTS TO BUSINESSMEN

THE 'Hints to Businessmen' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Directories and Notices Section, Board of Trade, Horse Guards Avenue, London, S.W.1. Trafalgar 8855, Ext. 2928, or to any Regional Office of the Board.

New trans-Atlantic telephone cable

A NEW trans-Atlantic telephone cable (TAT 3) linking this country and the United States started to come into service on October 16, and will be completely in service in two weeks. TAT 3 is a joint project of the General Post Office and the American Telephone and Telegraph Company, costing about £16 million, shared between the two countries.

The number of lines between this country and the United States will be doubled by this new cable. Half the additional circuits will be used to increase the telephone and telegraph links between the United States and the Continent. The remainder will be used to increase the capacity between Britain and North America, both for telegraphs and telephones. Before the opening of the first trans-Atlantic telephone cable in 1956, the average number of calls between this country and the United States was about 9,000 a month. At the present time it is 40,000 a month and is increasing annually at a rate of nearly 400 a month.

The new cable, which was made in Britain, is about 3,500 nautical miles long – is of a new type based on the British design of lightweight cable used in CANTAT (the Canadian trans-Atlantic telephone cable). It was laid by HMTS *Alert* and the American cable ship *Long Lines*.

The Chancellor on Britain's expanding economy

'WE ARE at the beginning of a phase of expansion and we are tackling the bottlenecks which may impede rapid growth' said Mr. Reginald Maudling, Chancellor of the Exchequer when he spoke at the Lord Mayor's dinner to the Bankers and Merchants of the City of London on October 16. The Chancellor said that it was clear that output was now rising well. The latest index of production was 5 points up on a year ago. The expansion that began, as a result of the Government's measures, with motor cars and construction had now spread widely. The evidence for this could be seen in a wide range of statistics from retail trade to steel production. Exports had been doing very well. They were more than 7 per cent up on a year ago with a particular vigorous increase recorded in Europe. More important than the statistics, it was clear that the confidence of businessmen was strengthening day by day. The latest assessment just made by the Federation of British Industries was convincing evidence of this.

Continuing he said: 'There are good reasons for expecting this progress to continue. Prices have remained very stable for the best part of a year new. The pound sterling is strong and its recent performance in the market, in months that are sometimes difficult for us, has been very encouraging.

This is only a beginning. We have been taking up slack in the economy and encouraging vigorous growth. For the future our plans are unfolding. We are making a massive ilnvestment in human and machine capacity. Education – particularly higher education, training and re-training are being rapidly expanded. The measures recently announced to encourage further investment in the areas of high unemployment mean that the problem of waste of human resources, which is as tragic in economic as it is in human terms, is being vigorously tackled. The new system of depreciation allowances for industry gives an outstanding incentive to businessmen to invest in more, and more modern, plant and machinery. In the public sector electricity generating capacity is being increased by 50 per cent. to meet a demand doubling every 7 or 8 years,' he added.

Referring to the prospects that growth could be sustained without a return to inflation and balance of payments problems the Chancellor said that in the past there had been two main causes of what have been called 'stop-and-go' policies. First, there is the exposed position of sterling as one of the two great reserve currencies, subject to the strains and stresses of world monetary movements but with reserves small in relation to the liabilities that we had to meet. The other problem had been the constant tendency of wages, salaries, profits and dividends to rise faster than the growth of production whenever we had entered a phase of rapid expansion. 'Time and again since the war, when things have been going well, we have tried to go just that bit too fast and so fallen over our own feet. I believe that our position is much stronger now to face both these difficulties. The defences available for sterling are massive. There are all the co-operative arrangments between the Central Banks based on Basle; there is the $500 million swap arrangement that we recently negotiated with the United States; and there is our $1 billion stand by agreement with the International Monetary Fund. These, taken together with the resources of the International Monetary Fund as increased by the Paris Borrowing Scheme, mean that we have powerful resources to protect sterling against short-term speculation and to carry us over any difficulties in a phase of vigorous expansion.'

'But the availability of reserves is not enough in itself', he said. 'It will be enough if our expansion remains soundly based and if our costs remain competitive. But if once again they get out of hand then no amount of reserves could save us from having to re-impose restraint. This problem hinges very much on the question of incomes policy and I am glad to see how widespread now is the understanding in this country of the need for a rational incomes policy. It cannot be stressed too often that if incomes of all kinds are pushed up too fast, and our prices therefore rise too fast, we shall be beaten in world markets, our balance of payments will suffer and we shall have inevitably to restrain our expansion. You can see in the recent and remarkable increase of exports to Western Europe, where wages and prices have been rising much faster than ours a clear example of the benefits that can flow to us if we keep our own income levels stable and thereby keep our cost competitive.

The Chancellor then paid tribute to the Lord Mayor who had done much in his term of office to focus attention on the need for exports and to encourage the efforts of our businessmen. 'We cannot get away from the fact that our balance of payments is fundamental to all our prospects of success. Recently exports have been doing, as I said, remarkably well. But imports have been rising substantially too, and with the growth of industrial production we are bound to see a further increase in imports of raw materials. This is a healthy sign, and we can certainly afford to carry increased imports but only as part of a programme of general expansion based on efficiency and stable costs.

'Balance of payments' he said was a forbidding phrase and statistics of imports and exports, visibles, invisibles, capital movements and so forth were certainly difficult to disentangle. But the reality of our balance of payments was the reality of Britain's position in the world. Of course the first purpose of selling abroad was to buy food and raw materials. The second purpose was to ensure that we had capital to invest throughout the Commonwealth and the rest of the world. As Lord Chandos once said, 'You cannot invest a deficit': and if we wanted to open the London market further to overseas borrowers we should have to earn the money we are going to lend.

The Chancellor said: 'To achieve a vigorously expanding economy we want not only the technique and the organization, not only the brain power and the machine power, but the determination and the sense of purpose. We have before us – if we possess the faith to see them – prospects that can inspire our people to the efforts and the self-discipline that such a programme requires: the prospect of turning our own country into something even more modern, more efficient, more humane, more responsive to the true values of human life; a chance of performing for the world as a whole, the services of which Britain remains capable. This should be the source of inspiration, the source of determination, the reason for the self-discipline which, when Britain achieves it, will guarantee success'.

Egyptian Finance Minister sees Mr. Erroll

DR. ABDUL MONEIM EL-KAISSOUNI, Egyptian Minister of Finance, called on Mr. Frederick Erroll, the then President of the Board of Trade, on October 15 on his way back to Cairo after attending the recent IMF Conference in Washington. They discussed in general terms the satisfactory progress in the state of trade between the United Kingdom and the UAR.

New member appointed to Monopolies Commission

MR. I. C. HILL, CBE, completed the statutory maximum period of twelve years service as a part-time member of the Monopolies Commission on October 16. To fill the vacancy Mr. Frederick Erroll, then President of the Board of Trade, appointed Mr. Philip Gordon Walker, FCA, as a part-time member of the Commission for a period of three years from October 17, 1963.

Compensation to Stateless victims of Nazism

THE FOREIGN OFFICE announce that British subjects who are eligible to claim under Austrian legislation giving effect to the Austro-German Compensation Agreement are reminded that the closing date for applications is October 31, 1963.

Applications must be submitted to the Hilfsfond at Vienna 11, Taborstrasse 4-6.

Application forms may be obtained from the Austrian Embassy, 18 Belgrave Square, London, or from Austrian Consulates, or from the United Restitution Office (London) Limited, 183 Finchley Road, London, N.W.3.

CHANGE OF ADDRESS OF SOME BOARD OF TRADE DEPARTMENTS

The Board of Trade announce that the following departments will move from Horse Guards Avenue, London, S.W.1, to Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (Tel. Sullivan 3400) as from the dates shown:

October 28 *Technical Section of Engineering Industries Division; Organization of Methods, and Staff Inspection Sections of Establishment Division; Duty Remission Branch of Tariff Division. From that date all applications made under Section 6 of the Import Duties Act 1958 for the remission of duty on imports of certain classes of goods as specified in the Fourth Schedule to the Act and correspondence in that connection, should be addressed to Sanctuary Buildings.*

October 29 *Solicitor's Department – Prosecutions and Investigations; Hire Purchase Enforcement Section of Industries and Manufactures Department, Division 2.*

October 30 *Insurance and Companies Department.*

Imports of grapefruit juice, orange juice and bananas from the Dollar Area

THE BOARD OF TRADE, in Notice to Importers No. 1050 of October 24, 1963, announced that the quota for imports of grapefruit juice and orange juice from the Dollar Area during the twelve months commencing October 1, 1963, would be at the unchanged level of £300,000 c.i.f., and that the quota for imports of bananas from the Dollar Area during the same period would be 4,000 tons.

Applications for licences under these quotas will be considered from previous licence holders only. Applications (on form TIP/A or ILB/A) should reach the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, not later than November 4, 1963. Page 1 of the form should be completed and page 2 may be left blank; on page 3 and copies, only the applicant's name and address, and the description of goods should be entered.

Applicants for licences for bananas should state in a covering letter the quantity of bananas imported since October 1, 1962, under their current licences, and cleared through Customs by the licence-holder (or his clearing agent) on his own behalf.

The United States is consulting the United Kingdom under the provisions of the GATT about the restrictions on imports of grapefruit juice and orange juice. Any change in the arrangements will be the subject of a separate notice.

Imports of canned grapefruit from the Dollar Area

THE BOARD OF TRADE, in Notice to Importers No. 1051 of October 24, 1963, announced that the quota for imports of canned grapefruit from the Dollar Area during the twelve months commencing October 1, 1963, would be at the unchanged level of £450,000 c.i.f.

Applications can be considered only from previous licence holders. They should be made on form TIP/A (or ILB/A) and be sent to reach the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, not later than November 4, 1963. Page 1 of the application form should be completed and page 2 may be left blank; on page 3 and copies, the applicant's name and address and reference number, and the description of goods (canned grapefruit) should be entered.

The United States is consulting the United Kingdom under the provisions of the GATT about the restrictions on imports of canned grapefruit. Any change in the arrangements will be the subject of a separate announcement.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by November 8.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	Methyl formate	Methyl formate	December 31, 1964	6085
29.22	*c*-Amino-*NN*-dimethylaniline.	As in previous column		6112
29.23	DL-*nor*Valine	dl-Norvaline		6159
29.35	3-Hydroxy-5-hydroxymethyl-4-methoxymethyl-α-picolinium chloride.	2-Methyl 1-3-hydroxy-4-methoxymethyl 5-hydroxymethyl pyridine hydrochloride.		6286
38.19	Preparations containing not less than 48% by weight of chlorodifluoromethane and not less than 50% by weight of chloropentafluoroethane.	Freon 502, azeotrope of refrigerants 22 and 115.		
84.17	Stainless steel oxy-absorber columns with hemispherical ends not less than 90 or more than 105 ft. in height, not less than 12 ft. 8 in. nor more than 13 ft. 6 in. in diameter, and having not less than 40 nor more than 58 welded circumferential seams along the length.	Stainless steel columns of a kind used in the production of nitric acid 70% concentration.		7238

Drawback on imported chemicals and linseed oil used for export purposes

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on:

Imported goods
Polyvinyl acetal resins, polyester resins, polyurethane resins and linseed oil;
used in the manufacture of:
Exported goods
Insulated high conductivity copper winding wire.

Representations which interested parties may wish to make should be addressed in writing to Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than November 15.

Imports of textiles from Portugal

THE BOARD OF TRADE announce that agreement has been reached with the Portuguese Government about the level of exports from Portugal to Britain of cotton yarn and woven goods, including grey cloth, finished cloth and made-up articles.

The arrangements permit exports of these goods at levels broadly in line with the trade in the year ending August 31, 1963. Goods shipped on or after November 1 will only be admitted when accompanied by the appropriate export authorization issued by the Portuguese authorities. Fuller details of the arrangement will be contained in a Notice to Importers to be issued by the Board of Trade shortly.

Weights and Measures Regulations 1963

THE BOARD OF TRADE announced on October 18 that they have made the Weights and Measures Regulations 1963 to come into effect on January 31, 1964, to replace the Weights and Measures Regulations 1907 which cease to have effect on the repeal of the Weights and Measures Act 1904 by the Weights and Measures Act 1963.

The Regulations, which apply to weights, measures and weighing equipment in use for trade, deal with the materials, principles of construction, testing and stamping of such equipment. They substantially repeat the provisions without change of substance of the earlier Regulations subject to such adaptations as are necessary to conform to the provisions of the Weights and Measures Act 1963, and in addition certain dispensations granted by the Board from the requirements of the earlier Regulations have been incorporated within their provisions.

The dispensations so incorporated relate to:

(a) the maximum permitted increase in capacity of milk churns caused by the addition of a top rim or lip;
(b) the marking of the maximum capacity on sheet metal liquid capacity measures;
(c) the use of stainless steel for certain apothecaries' weights and troy weights;
(d) the shape of certain metric weights;
(e) the omission of an adjusting hole in stainless steel weights;
(f) the requirements that a machine shall be properly balanced when unloaded;
(g) the position of the stamping plug on beam scales and balances;
(h) the fitting of knife edges to dead weight machines;
(i) the requirements as to the testing of automatic weighing machines.

Note:

The Weights and Measures Regulations 1963 (S.I. 1963 No. 1710), may be obtained from H.M. Stationery Office. Price 2s. 6d., by post 2s. 9d.

Weights and Measures (Local Standards: Limit of Error) Regulations, 1963

THE BOARD OF TRADE announced on October 18 that they have made the Weights and Measures (Local Standards: Limits of Error) Regulations 1963 to come into effect on January 31, 1964. These Regulations which prescribe the limits of error on local standard weights and measures replace the Order in Council defining errors in Local Standards of 1907, as amended by the Weights and Measures (Local Standards Tolerances) (Amendment) Order of 1958 and the Weights and Measures (Local Standards Tolerances) (Amendment No. 2) Order 1962 which cease to have effect on the coming into force of the Weights and Measures Act 1963.

The limits of error permitted are unchanged from those permitted at present except that they are expressed in metric units for all measures of capacity.

Note:

The Weights and Measures (Local Standards: Limits of Error) Regulations 1963 (S.I. 1963 No. 1711), may be obtained from H.M. Stationery Office. Price 8d., by post 10½d.

Consumer Council change

THE BOARD OF TRADE announce that Mr. A. F. Earle has been appointed to serve on the Consumer Council in the place of Mr. R. Craig Wood, who has resigned.

British design in Poland

AN EXHIBITION OF modern British design is to be held in Poland at Dom Chlopa, Warsaw, from November 2 to 17 and at the Palace of Arts, Cracow, from December 2 to 15. Over 300 products will be shown in the exhibition, which will be designed by the Central Office of Information with the Council of Industrial Design and which will be titled 'Industrial Design in Britain'. It is being mounted at the invitation of the Foreign Office and of Rada Wzornictwa i Estetyki Produkcji Przemslowej (the Polish Institute of Industrial Design and Aesthetics).

Measuring Instruments (Liquid Fuel and Lubricants) Regulations 1963

THE BOARD OF TRADE announced on October 18 that they have made the Measuring Instruments (Liquid Fuel and Lubricants) Regulations 1963 to come into effect on January 31, 1964 to replace the Measuring Instruments (Liquid Fuel and Lubricating Oil) Regulations 1929 which cease to have effect on the repeal of the Weights and Measures Act 1904 and the Weights and Measures (Amendment) Act 1926 by the Weights and Measures Act 1963.

The Regulations, which apply to liquid fuel and lubricating oil measuring instruments used in trade for normal retail deliveries, deal with the principles of construction, testing and stamping of such equipment. They substantially repeat the provisions without change of substance of the earlier Regulations subject to such adaptations as are necessary to conform to the provisions of the Weights and Measures Act 1963, except that certain dispensations granted by the Board from the requirements of the earlier Regulations have been incorporated within their provisions.

The dispensations so incorporated relate to:

(a) the requirements as to the graduation of individual sales indicators;
(b) the provision of a period of allowance for twin or multiple container instruments not in conformity with Regulation 4 (2);
(c) the position of the sight glass on instruments fitted with swing arms or extension pipes;
(d) the length of flexible discharge hose on instruments used for fuelling aircraft or ships and for delivering lubricants;
(e) the limits of error for instruments fitted to tank wagons for the delivery of lubricants.

The Measuring Instruments (Liquid Fuel and Lubricants) Regulations 1963 (S.I. 1963 No. 1709), may be obtained from HM Stationery Office. Price 8d., by post 10½d.

Purchase tax exemption on motor caravans

THE COMMISSIONERS of Customs and Excise, in consultation with the trade, have further reviewed the requirements which should be fulfilled in order that a vehicle may qualify for exemption from purchase tax as a motor caravan.

While it is still considered that vans having a rated carrying capacity of 10 cwts. or less are normally too small to be capable of conversion into exempt caravans, proposals for caravans based on alterations and extensions to the bodies of such vehicles will in future be considered on their merits, provided that all the Commissioners' other requirements are met. These requirements are as follows:

The vehicle must include among its permanently installed equipment adequate facilities for sleeping, washing, cooking and dining. There must also be sufficient storage space in cupboards or lockers for bedding, household utensils and food, adequate provisions for water storage and wardrobe for hanging clothes. In amplification of this:

(i) It should be possible to perform washing and cooking functions inside the vehicle.
(ii) Seating arrangements should enable diners to sit up to the table.
(iii) At least one bed must have a minimum length of 6 feet.
(iv) The wardrobe must be suitable for hanging clothes and must not be less than 1 ft. 6 inches in width and 3 ft. in height, measured from the hanging rail to the floor (or must otherwise be capable of holding a garment of 2 ft. 6 inches in length on a hanger).
(v) A permanent installation must be provided to house the water container or containers, whose total capacity should not be less than six gallons.

Failure to comply with the above-mentioned conditions would result in the vehicle's becoming chargeable with purchase tax.

The attention of the trade is drawn to the fact that there is no provision for repayment or remission of tax if a passenger vehicle (e.g. an estate car) which has been the subject of a tax charge is later converted into a caravan.

Before any proposed production of a motor caravan is undertaken, traders are advised to submit detailed plans and full information to the local Officer of Customs and Excise.

This notice supersedes the one dated April 25, 1961.

The only new feature introduced by this notice is the possibility that conversions of 10 cwt. vans (previously excluded) may now be considered on their merits.

N.I. Prime Minister lays foundation stone of new factory

THE FOUNDATION stone-laying ceremony of the new Fafnir Bearing Co. Ltd factory at Lisburn, Northern Ireland, was performed by Captain Terence O'Neill, Prime Minister of Northern Ireland, on October 15. The new factory which will manufacture precision steel balls and high quality small ball bearings, will have 90,300 square feet of manufacturing space, and a canteen of 4,668 square feet, on a site of nearly 20 acres. This is more than sufficient to permit expansion in future years.

The canteen has been completed and is serving at present as a training school for Northern Ireland employees. When the first stage of the factory is completed it will provide employment for about 250 people.

The parent company is the Fafnir Bearing Co., of New Britain, Connecticut, United States, and the British subsidary operates two factories, one at Wolverhampton, and one at Hednesford, Staffs.

Captain Terence O'Neill (centre), Prime Minister of Northern Ireland, with Mr. George Marchant, director and general manager of Fafnir Bearing Co. Ltd., in the United Kingdom, watching a new trainee at work.

Danish nuclear and conventional power mission to the United Kingdom

TWENTY-ONE LEADING representatives of Denmark's electric power interests arrived in the United Kingdom on October 20 for an eight-day survey of British nuclear and conventional power production and technology. Their programme includes visits to the United Kingdom Atomic Energy Authority's laboratories at Risley, Windscale and Calder Hall; the Central Electricity Generating Board's nuclear power station at Bradwell, Essex; the Nuclear Power Group laboratory at Knutsford; conventionally fuelled power stations at Thorpe Marsh and High Marnham, and the factories of leading British firms producing generation, transmission and associated equipment.

The mission has been arranged by the Export Council for Europe on behalf of the British and Electrical and Allied Manufacturers' Association, the United Kingdom Atomic Energy Authority and the Central Electricity Generating Board.

Local Employment Act assistance to Scottish highlands

'I SHOULD like to emphasize that it is not true, indeed it is absolutely wrong, that in operating the Local Employment Act we are only interested in assisting the "big fellows" in manufacturing industry.' This was said by Mr. David Price, Parliamentary Secretary, Board of Trade, on October 15, at a luncheon given by the Fort William, Inverness-shire, Town Council. The Parliamentary Secretary added: 'In the 3½ years approximately since the passing of the 1960 Local Employment Act, we have offered assistance to over 50 projects in the Highlands and Islands. About 40 of these were small applicants offered sums of £10,000 or less. In fact, the average sum offered in these cases was only about £5,400. Incidentally, 15 of the projects were in the hotel or other branches of the tourist industry.'

He said that there was a practical limitation to offering the smallest sums and that was, that the Act was designed to increase employment. It required a reasonable capital expenditure to put into employment even a few people.

'The average sum offered in the third year of operation of the Local Employment Act turned out to be £900 per job to be provided, so that is a rough average measure of what capital we thought was needed from us, over a large diversity of projects, to put one person into a job,' he added.

New Harris Tweed mill opened in Stornoway

A NEW £40,000 HARRIS TWEED mill, built by Scottish Industrial Estates for Stephen Burns Ltd., was opened in Stornoway on October 17 by Mr. David Price, Parliamentary Secretary, Board of Trade. The 10,000 square foot mill, which will employ 30 mill workers and 50 out-weavers when it is in full production next year, is the first new woollen mill to be erected in Stornoway for over 30 years. It is also the first factory the Board of Trade have provided for industry in the Island of Lewis.

In his speech Mr. Price said that the Harris Tweed industry was the mainstay of the island and had a handsome record of expansion over the years. It was also one of Britain's foremost exporting industries, and in the first six months of this year 77 per cent of its total production had gone abroad – 'a truly impressive achievement'. The new project, he said, would make a much-needed contribution to the problem of creating more jobs in the locality.

Factory expansion at Jarrow

THE INDUSTRIAL ESTATES Management Corporation for England announce that Cigarette Components Ltd. (a member of the Bunzl Pulp and Paper Group of Companies) have taken a lease of an existing Board of Trade factory of 23,500 sq. ft. at the Bede Trading Estate, Jarrow. One hundred people will be employed in the newly acquired premises.

Cigarette Components first occupied a factory of 48,000 sq. ft. on the Estate in 1948. They have expanded several times since then, and the present development brings their total holding on the Estate to 132,000 sq. ft.

ASSISTANCE FOR THE DEVELOPMENT DISTRICTS

The Board of Trade have published a new version of their booklet 'Expanding Industry' which describes the various forms of assistance available under the Local Employment Acts for projects which create employment in the development districts.

The Board of Trade's recent publication 'Room to Expand' gives a comprehensive description of the advantages for industrialists and others of setting up in these districts. The revised booklet 'Expanding Industry' describes in detail the different types of assistance for which industrialists and others can qualify – factories, grants and loans – and how to apply for them. Copies of both booklets are available free of charge at the Board of Trade in London and at the Board of Trade Regional Offices throughout the country.

British overseas commercial representatives' visits, November 1963 to January 1964

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during November 1963 to January 1964.

CEYLON (Colombo)	R. E. Doubleday	Assistant British Trade Commissioner.	December	In present post since 1961.
NEW ZEALAND (Christchurch)	A. Vine	British Trade Commissioner	January	Previously British Trade Commissioner in Canada (Toronto).
NIGERIA (Lagos)	W. B. J. Dobbs	Assistant British Trade Commissioner.	December	In present post since 1961.
(Enugu)	A. Dow	Assistant British Trade Commissioner.	*From January	Previously served in British Trade Commissioner's Office in Dublin.
SWITZERLAND (Berne)	F. G. K. Gallagher, C.M.G.	Counsellor (Commercial)		Previously Head of European Economic Organization Dept., Foreign Office.

* Not October as shown last month.

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment. It would be helpful if the nature of the problem, in particular the commodities involved, could be stated.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged, should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should approach Tours Section, Board of Trade, Horse Guards Avenue, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Italian steelmakers' fact-finding mission to United Kingdom

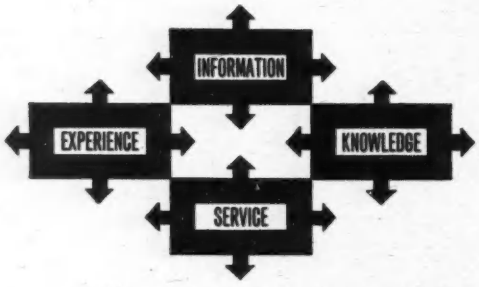
A PARTY OF 18 Italian steelmakers began a week's tour of British steelworks and steelplant makers on October 20. This is the fourth national tour of this scale organized by the Steel Works Plant Association during the past two years, and includes visits to Sheffield, Birmingham, Middlesbrough and Corby. The Italian steel industry, which has a capacity this year of 10.7 metric tons, has announced planned expansion to 16.4 metric tons by 1966.

London buying houses

In the article entitled, 'Names of some London Buying Houses and the United States Stores they represent' (*Board of Trade Journal*, October 11), the address of Dodwell and Co. Ltd., which appeared on page 783 should read : 18 Finsbury Circus, London, E.C.2.

NABM production survey

The seventh Industrial Production Survey of the National Association of British Manufacturers covering three months ended September 30, has been published. Inquiries for copies should be made to the NABM, 6, Holborn Viaduct, London, E.C.1.



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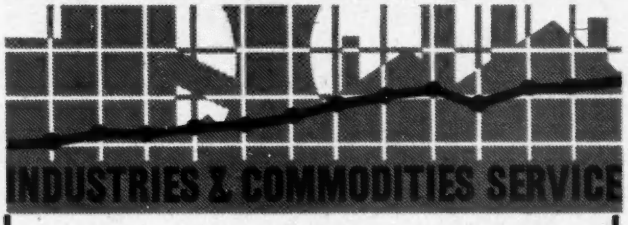

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The Economy: Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Selected components: Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,968	—	16,036	15,212	15,212	9,095	3,486	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+100	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114	+592	+520	+48	+37
1961	111	114	121	115	111	100	129	130	132	137	121	+297	+230	+36	+ 4
1962	111	115	126	121	112	101	126	115	124	140	124	+ 96	+ 42	— 4	+40
1962															
1st Quarter	110	114	124	119	111	100	127	124	121	136	126	— 4	— 4	—10	+13
2nd Quarter	112	115	124	122	112	100	127	119	127	141	124	+ 48	+ 35	— 6	— 8
3rd Quarter	111	116	126	122	112	101	126	109	126	146	123	+ 50	+ 18	+13	+10
4th Quarter	111	115	128	123	114	101	123	108	121	137	124	+ 2	— 7	— 1	+25
1963															
1st Quarter	109	112	128	123	113	101	112	99	120	96	120	— 19	+ 56	—15	— 3
2nd Quarter		117		126	115	102	125	104	126	141	127	+ 67	— 9	+21	— 3
1963															
March	..	116	..	..	..	102	..	..	..	..	..	..	..	..	..
April	..	116	..	..	..	101	..	..	..	..	..	..	..	..	..
May	..	118	..	..	..	103	..	..	..	..	..	..	..	..	..
June	..	118	..	..	..	102	..	..	..	..	..	..	..	..	..
July	..	120	..	..	..	103	..	..	..	..	..	..	..	..	..
August	..	121•	..	..	..	106	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices: Index†	Index of retail prices: % change on year earlier	Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Wholesale price index: non-food manufacturing industry: Manufactured products: home sales†	Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers: Mid-month or monthly average†	Wholly unemployed excluding school leavers: Change from previous period†	Wholly unemployed excluding school leavers: Normal seasonal change	Unfilled vacancies for adults: Mid-month or monthly average†	Unfilled vacancies for adults: Change from previous period†	Unfilled vacancies for adults: Normal seasonal change			
	at 1958 prices													at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+342
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—272
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 34
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 74
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 26
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 33
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 20
4th Quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 35
1963																
1st Quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 64
2nd Quarter	121•	104•	122·1	+1·6	104·2	121·8	140·8	504	—123	—58	147	+34	+33	127	127	+ 25
3rd Quarter			121·3	+1·3	104·1•	122·0•		428	— 76	—34	157	+10	+ 6	132•	131•	
1963																
March	117	100	121·8	+3·1	103·7	121·6	139·6	628	— 19	—19	122	+12	+10	123	132	..
April	120•	101•	122·2	+2·1	104·0	121·7	140·5	553	— 75	—20	138	+16	+14	124	121	..
May	122•	105•	122·1	+1·7	104·2	121·8	140·9	506	— 47	—23	146	+ 8	+ 9	126	129	..
June	123•	104•	122·1	+1·0	104·5	121·8	141·0	454	— 52	—33	158	+12	+13	128	130	..
July	123•	103•	121·4	+0·8	104·4•	122·0•	141·3	424	— 30	—15	160	+ 2	+ 3	134	128	..
August	126•	100•	121·0	+1·3	104·1•	122·0•	141·4	430	+ 6	+10	153	— 7	— 9	127	133	..
September			121·4	+1·8	103·9•	122·0•		430	nil	+11	158	+ 5	— 7	135•	131•	..

† NOT seasonally adjusted. • Provisional.

World trade and industrial production in first half of 1963

THE VALUE OF World* Exports after allowing for seasonal factors fell by one per cent in the fourth quarter of 1962 and recovered this fall in the first quarter of 1963 in spite of the United States dock strike and European difficulties arising from the severe winter. The increase in the first quarter was due to a partial recovery in industrial countries' exports and to a further rise in exports from primary producers which reached a new high level.

Although total exports from industrial countries increased by 1 per cent in the first quarter of 1963 compared with the previous quarter, the increase was insufficient to regain the peak level of the third quarter of 1962. The resurgence in the second quarter, after the removal of the adverse factors of weather and American dock strike, resulted in record figures. In the first half of 1963 exports were almost 4 per cent more in value than in the previous half year. Exports from industrial countries to each other and to primary producers have followed much the same pattern, but the increase in exports came rather later to the primary producers than in the inter-trade. Compared with the second half of 1962, the increase in industrial countries' inter-trade was about 4½ per cent and the increase in industrial countries' exports to primary producing countries about 2½ per cent.

Figures of exports of manufactures by the main manufacturing countries (not seasonally adjusted) in the first quarter of 1963 were less than 3 per cent higher than a year earlier; this was a considerable slowing down in the rate of growth but was largely due to the special factors in the first quarter of this year. Japan showed the highest rate of increase (12 per cent). The United Kingdom showed an increase of 7 per cent, due partly to low figures in the first quarter of 1962. Switzerland, Italy and Canada had increases ranging from 4½ to 6 per cent. All other main manufacturing countries had only marginal increases with Belgium/Luxembourg and the United States recording marginal falls (United States exports were affected by the dock strike).

*For this purpose 'World' excludes Soviet Russia, Eastern Europe and the People's Republic of China.

Exports from OECD countries as a whole in the first half of 1963, after allowing for seasonal movements, were 4 per cent more than in the previous six months; those from the European Economic Comunity were 4½ per cent more. West German exports were 2 per cent more, whilst those from France were 7 per cent more and those from the United Kingdom about 5 per cent more. The increase in exports from the United States was 3½ per cent in the first half of this year compared with the previous half year. After showing no increase in the first quarter of 1963, trade between European OECD countries increased very substantially in the second quarter, all the main exporting countries contributing to the increase.

Imports into OECD countries as a whole in the first half of 1963 after allowing for seasonal movements were nearly 2 per cent more than in the second half of 1962. Imports into the European Economic Community as a whole were 5½ per cent more than in the previous half year; imports into Italy were about 8½ per cent more whilst those into France and Germany were 6 per cent and nearly 4 per cent more respectively. Imports into the United Kingdom were less than 2 per cent more than in the previous six months, with all the increase in the second quarter. Imports into the United States which were affected by the dock strike were nearly 2 per cent lower in the first half year than in the second half of 1962.

Industrial production

World industrial production which had shown only a slow rate of increase for most of 1962 increased by nearly 4 per cent during the first half of 1963 compared with the same period a year earlier, the increase occurring in the second quarter. This faster rate of growth was due mainly to the resumed rise in the United States where output was nearly 4 per cent more in the second quarter of 1963 than in the final quarter of 1962. At the same time growth continued in Western Europe, by 3 per cent between these same quarters although output in the first quarter was depressed by the severe weather.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

World trade adjusted for seasonal variations

quarters or quarterly averages

TABLE I.

U.S. $ Thousand million

	Exports from					Imports into		
	Industrial Countries			Primary Producers	World	Industrial Countries	Primary Producers	World
	To Industrial Countries	To Primary Producers	Total					
1957	10·5	6·39	16·9	7·81	24·7	18·1	9·04	27·1
1958	9·8	6·27	16·1	7·40	23·5	16·9	8·49	25·4
1959	11·0	6·16	17·2	7·82	25·0	18·4	8·32	26·7
1960	12·7	7·00	19·7	8·26	28·0	20·6	9·21	29·8
1961	13·7	7·10	20·8	8·39	29·2	21·7	9·39	31·1
1962	14·8	7·06	21·8	8·78	30·6	23·5	9·51	33·0
1960 1st quarter	12·6	6·80	19·4	8·25	27·6	20·3	8·92	29·2
2nd quarter	12·5	6·97	19·5	8·39	27·9	20·4	9·24	29·7
3rd quarter	12·7	7·02	19·7	8·20	27·9	20·7	9·29	30·0
4th quarter	13·0	7·19	20·2	8·23	28·4	20·9	9·39	30·3
1961 1st quarter	13·3	7·27	20·5	8·27	28·8	21·1	9·51	30·6
2nd quarter	13·6	7·00	20·6	8·42	29·0	21·5	9·40	30·9
3rd quarter	13·9	7·16	21·1	8·48	29·6	22·0	9·41	31·4
4th quarter	14·1	7·04	21·2	8·54	29·7	22·7	9·36	32·0
1962 1st quarter	14·4	6·92	21·3	8·60	29·9	23·1	9·31	32·4
2nd quarter	14·8	7·23	22·0	8·52	30·6	23·2	9·29	32·5
3rd quarter	15·0	7·17	22·2	8·99	31·1	24·0	9·84	33·8
4th quarter	14·8	6·92	21·8	9·03P	30·8P	23·8	9·61P	33·4P
1963 1st quarter	15·0	6·95	22·0	9·18P	31·2P	23·8	9·36P	33·2P
2nd quarter	16·2P	7·52P	23·7P					

NOTES:
(1) Excluding Soviet Russia, Eastern Europe and People's Republic of China.
(2) Excluding United States Special category exports.
(3) Industrial countries are OECD member countries and Japan.
P = Provisional.

Exports from OECD countries adjusted for seasonal variations

quarters or quarterly averages

TABLE 2.

U.S. $ thousand million

	Exports (f.o.b.) from								European OECD Intra-Trade
	U.S.A.	Canada	European OECD	United Kingdom	EEC	Germany (F.R.) (a)	France (b)	Italy	
1957	5·16	1·29	10·1	2·42	5·62	2·15	1·28	0·64	5·30
1958	4·43	1·27	10·1	2·35	5·69	2·20	1·28	0·63	5·15
1959	4·34	1·35	10·9	2·42	6·31	2·45	1·40	0·73	5·72
1960	5·08	1·39	12·5	2·57	7·43	2·86	1·72	0·92	6·83
1961	5·16	1·46	13·4	2·69	8·09	3·17	1·81	1·05	7·72
1962	5·34	1·48	14·2	2·77	8·56	3·32	1·84	1·17	8·53
1960 1st quarter	4·85	1·47	12·4	2·63	7·38	2·78	1·79	0·89	6·57
2nd quarter	5·08	1·35	12·4	2·56	7·34	2·76	1·68	0·95	6·71
3rd quarter	5·12	1·40	12·4	2·54	7·36	2·82	1·69	0·92	6·89
4th quarter	5·12	1·36	12·7	2·56	7·56	2·99	1·71	0·92	7·05
1961 1st quarter	5·24	1·42	13·1	2·69	7·85	3·11	1·75	0·98	7·42
2nd quarter	4·90	1·42	13·3	2·67	8·10	3·21	1·82	1·02	7·70
3rd quarter	5·18	1·46	13·7	2·72	8·31	3·26	1·86	1·09	7·95
4th quarter	5·36	1·48	13·7	2·70	8·18	3·16	1·81	1·15	7·94
1962 1st quarter	5·19	1·46	13·8	2·62	8·45	3·24	1·86	1·14	8·22
2nd quarter	5·54	1·50	14·1	2·69	8·57	3·33	1·81	1·19	8·46
3rd quarter	5·47	1·47	14·2	2·69	8·63	3·39	1·83	1·17	8·68
4th quarter	5·15	1·50	14·4	2·66	8·70	3·35	1·87	1·22	8·79
1963 1st quarter	5·23*	1·53	14·3	2·75	8·61	3·30	1·86	1·21	8·77
2nd quarter	5·78	1·63	15·5	2·86	9·53	3·60	2·11	1·29	9·59

(a) Includes Saar from July 1959. (b) Includes Saar up to June 1959. * Dock strike.

Tables continued on next page

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday October 18, 1963.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
BRITISH					
This is Jordan	United Artists Corporation Ltd.	Harold Baim Film Productions (London) Ltd.	Br/E 28878	24	October 15
Very Nice, Very Nice	Contemporary Films Ltd.	National Film Board of Canada	Br/E 28879	7	October 17
Pathe News 63-83	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28574	8	October 18
Pathe News 63-84	" "	" "	Br/E 28575	8	October 18
Movietone News 1792A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28521	7	October 18
Movietone News 1793	" "	" "	Br/E 28522	7	October 18
Pathe Pic Series 446/468:					
Pathe Pic No. 464	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28880	8	October 18
FOREIGN					
The Sky Above – The Mud Below	Twentieth Century-Fox Film Co. Ltd.	Ardennes Film Production with the Co-operation of Michael Arthur Films.	F 28870	88	October 14
Rocky Jones – Space Ranger (Nos. 30-39):					
Rocky's Odyssey – Episode 3	Animated Motion Pictures Limited	Roland Reed Productions Incorporated	F 28871	21	October 14
Crash of Moons – Episode 1	" "	" "	F 28872	19	October 14
Crash of Moons – Episode 2	" "	" "	F 28873	21	October 14
Crash of Moons – Episode 3	" "	" "	F 28874	20	October 14
Fun in Acapulco	Paramount Film Service Limited	Hal Wallis Productions	F 28875	97	October 14
Swim Gym	" "	Paramount Pictures Corporation	F 28876	9	October 14
Stowaway in the Sky	United Artists Corporation Ltd.	Lopert Pictures Incorporated	F 28877	61	October 14
A Bomb was Stolen	Connoisseur Films Limited	Romfilm	F 28881	65	October 18
L'Assassino	" "	Societa Titanus	F 28882	105	October 18

Cinema admissions and takings in September

DURING SEPTEMBER the weekly average of admissions to cinemas in Great Britain was 7.4 million, and the weekly average of gross box office takings was £1.23 million.

Index of retail prices, September 1963

AT SEPTEMBER 17, 1963, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 103.3, compared with 103.0 at August 13. The rise in the index during the month was due mainly to higher prices for eggs and some other items of food.

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Imports into OECD countries adjusted for seasonal variations

quarters or quarterly averages

TABLE 3. U.S. $ thousand million

	Imports (c.i.f.) into							
	USA (c)	Canada (c)	European OECD	United Kingdom	EEC	Germany (F.R.) (a)	France (b)	Italy
1957	3·23	1·47	11·8	2·85	6·21	1·88	1·54	0·91
1958	3·18	1·34	11·0	2·65	5·74	1·85	1·40	0·79
1959	3·75	1·47	11·7	2·79	6·05	2·09	1·28	0·84
1960	3·66	1·42	13·8	3·19	7·40	2·54	1·57	1·19
1961	3·59	1·43	14·7	3·08	8·04	2·74	1·67	1·31
1962	4·06	1·46	16·0	3·14	8·93	3·07	1·88	1·52
1960 1st quarter	3·76	1·47	13·3	3·08	7·20	2·43	1·56	1·15
2nd quarter	3·80	1·41	13·6	3·16	7·27	2·56	1·49	1·15
3rd quarter	3·64	1·39	14·0	3·25	7·48	2·52	1·61	1·23
4th quarter	3·39	1·40	14·2	3·29	7·56	2·62	1·58	1·25
1961 1st quarter	3·35	1·40	14·4	3·23	7·87	2·59	1·65	1·29
2nd quarter	3·42	1·39	14·6	3·04	8·01	2·75	1·66	1·30
3rd quarter	3·82	1·43	14·7	3·00	8·02	2·75	1·64	1·33
4th quarter	3·88	1·49	15·3	3·01	8·37	2·84	1·80	1·36
1962 1st quarter	3·89	1·49	15·5	3·07	8·56	2·97	1·73	1·44
2nd quarter	4·04	1·49	15·7	3·16	8·73	3·06	1·76	1·44
3rd quarter	4·21	1·49	16·3	3·23	9·00	3·06	1·92	1·58
4th quarter	4·12	1·38	16·7	3·15	9·30	3·12	1·99	1·68
1963 1st quarter	3·98*	1·41	16·3	3·15	9·32	3·14	1·98	1·68
2nd quarter	4·22	1·52	17·6	3·32	10·0	3·27	2·17	1·86

(a) Includes Saar from July 1959. (b) Includes Saar up to June 1959. (c) Imports are valued f.o.b. * Dock strike.

Exports of manufactures by the main manufacturing countries

quarters or quarterly averages

TABLE 4. U.S. $ thousand million. Percentage increase over year earlier in brackets.

	United Kingdom	Germany (F.R.)	Belgium-Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States*	Canada	Japan	Total
1957	1·90 (5·5)	1·87 (18·2)	0·63 (—0·2)	0·85 (13·2)	0·41 (19·1)	0·37 (9·9)	0·30 (14·8)	0·36 (8·5)	2·71 (11·5)	0·59 (4·7)	0·63 (16·4)	10·62 (10·9)
1958	1·86 (—2·0)	1·94 (4·1)	0·61 (—3·3)	0·90 (6·0)	0·43 (6·5)	0·41 (8·6)	0·32 (5·2)	0·35 (—1·3)	2·44 (—9·8)	0·56 (—5·1)	0·63 (—1·1)	10·46 (—1·5)
1959	1·95 (4·8)	2·17 (11·6)	0·67 (9·5)	1·04 (15·4)	0·50 (16·4)	0·47 (15·9)	0·34 (7·8)	0·39 (8·8)	2·41 (—1·5)	0·60 (7·2)	0·76 (20·8)	11·30 (8·0)
1960	2·08 (6·5)	2·53 (16·8)	0·77 (14·3)	1·27 (21·3)	0·68 (34·4)	0·53 (12·2)	0·40 (17·9)	0·43 (11·5)	2·83 (17·7)	0·63 (5·3)	0·90 (18·8)	13·04 (15·5)
1961	2·16 (3·8)	2·80 (10·6)	0·79 (3·4)	1·30 (2·9)	0·79 (16·7)	0·58 (9·0)	0·45 (11·9)	0·47 (8·8)	2·84 (0·1)	0·63 (0·2)	0·94 (4·5)	13·75 (5·4)
1962	2·21 (2·4)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·0)	14·59 (6·1)
1960 1st quarter	2·17 (16·8)	2·41 (29·5)	0·78 (28·9)	1·36 (53·7)	0·64 (56·0)	0·52 (21·7)	0·40 (31·2)	0·39 (14·4)	2·65 (13·1)	0·62 (33·5)	0·78 (23·0)	12·72 (25·5)
2nd quarter	2·15 (7·2)	2·43 (14·8)	0·79 (19·2)	1·27 (17·5)	0·68 (53·3)	0·52 (9·4)	0·38 (9·2)	0·41 (11·5)	3·01 (20·5)	0·62 (0·6)	0·86 (18·1)	13·11 (15·7)
3rd quarter	1·92 (3·6)	2·43 (12·2)	0·71 (6·0)	1·12 (15·2)	0·68 (23·5)	0·51 (11·4)	0·37 (21·4)	0·42 (10·1)	2·79 (19·2)	0·62 (4·7)	0·94 (22·1)	12·50 (13·1)
4th quarter	2·08 (—0·9)	2·86 (13·1)	0·79 (5·8)	1·32 (6·4)	0·70 (15·6)	0·57 (7·9)	0·46 (12·7)	0·50 (10·6)	2·89 (18·0)	0·65 (—8·7)	1·02 (13·7)	13·85 (9·2)
1961 1st quarter	2·21 (2·1)	2·62 (8·8)	0·75 (—3·9)	1·30 (—3·9)	0·75 (16·2)	0·59 (14·5)	0·42 (5·1)	0·44 (12·7)	2·86 (7·8)	0·58 (—6·9)	0·84 (7·4)	13·36 (5·1)
2nd quarter	2·22 (3·6)	2·83 (16·3)	0·82 (3·8)	1·33 (4·8)	0·74 (9·3)	0·56 (7·7)	0·45 (18·9)	0·45 (8·9)	2·87 (—4·5)	0·63 (1·7)	0·90 (4·4)	13·80 (5·3)
3rd quarter	2·05 (6·6)	2·79 (14·7)	0·77 (9·1)	1·20 (6·7)	0·80 (17·8)	0·56 (10·2)	0·43 (18·2)	0·46 (9·5)	2·69 (—3·7)	0·65 (3·6)	0·96 (1·8)	13·35 (6·8)
4th quarter	2·15 (3·2)	2·96 (3·8)	0·83 (5·0)	1·38 (4·8)	0·86 (23·3)	0·59 (4·0)	0·49 (7·0)	0·52 (5·0)	2·93 (1·2)	0·66 (2·2)	1·07 (4·7)	14·47 (4·5)
1962 1st quarter	2·19 (—1·3)	2·79 (6·3)	0·88 (18·6)	1·38 (6·0)	0·85 (13·9)	0·60 (0·9)	0·48 (14·1)	0·48 (9·5)	2·93 (2·7)	0·61 (5·0)	0·90 (7·6)	14·09 (5·5)
2nd quarter	2·32 (4·5)	2·93 (3·5)	0·89 (8·8)	1·33 (—)	0·86 (15·7)	0·61 (10·2)	0·53 (17·7)	0·49 (9·5)	3·18 (10·8)	0·65 (3·5)	1·06 (17·8)	14·86 (7·7)
3rd quarter	2·09 (2·1)	2·88 (3·3)	0·83 (6·8)	1·23 (2·8)	0·84 (5·2)	0·59 (6·0)	0·44 (1·7)	0·49 (7·3)	2·83 (5·1)	0·67 (3·8)	1·18 (23·0)	14·07 (5·4)
4th quarter	2·24 (4·1)	3·14 (5·9)	0·89 (6·3)	1·46 (5·7)	0·96 (11·6)	0·65 (8·8)	0·54 (10·1)	0·57 (7·8)	2·98 (1·9)	0·70 (5·5)	1·21 (13·3)	15·34 (6·0)
1963 1st quarter	2·34 (6·9)	2·82 (1·0)	0·86 (—2·5)	1·38 (0·2)	0·90 (5·1)	0·61 (1·1)	0·49 (1·6)	0·51 (6·3)	2·90 (—1·3)	0·64 (4·6)	1·01 (12·4)	14·45 (2·5)
2nd quarter	2·40 (3·2)	3·16 (7·7)		1·54 (15·9)		0·69 (12·5)	0·52 (—1·7)	0·55 (11·7)	3·33 (4·5)		1·17 (10·6)	

Exports from the 11 countries shown of Sections 5-8 of the Standard International Trade Classification, Revised (excluding United States exports of Special Category Goods). In 1957 these exports accounted for 88 per cent of exports of these goods from all countries in the world other than Soviet Russia, Eastern Europe and People's Republic of China.

*Goods valued at approximately $185 million were removed from the list of Special Category goods during 1957 and this amount should be added to the figures for that year when comparing with later periods.

Index numbers of industrial production adjusted for seasonal variations

TABLE 5. 1953 = 100

	Industrial Countries (a)	United States	European OECD	United Kingdom	EEC	France (b)	Germany (F.R.)	Italy	Japan
1957	119	110	131	116	140	139	147	138	169
1958	115	103	133	114	144	145	152	143	169
1959	127	116	141	120	153	150	162	158	210
1960	135	119	155	129	171	167	180	182	265
1961	139	120	162	130	181	175	190	202	323
1962	149	130	170	131	193		199	222	354
1960 1st quarter	136	122	153	128	168	164	175	176	251
2nd quarter	135	120	155	129	171	170	178	182	256
3rd quarter	136	119	157	130	173	175	181	184	271
4th quarter	134	115	159	129	177	177	185	187	283
1961 1st quarter	134	113	161	129	180	178	191	193	300
2nd quarter	139	119	163	131	181	180	189	198	313
3rd quarter	142	123	164	130	183	183	190	202	332
4th quarter	145	126	166	128	188	186	193	215	347
1962 1st quarter	146	127	167	128	190	189	195	219	355
2nd quarter	149	130	170	131	192	190	198	219	35o
3rd quarter	150	131	171	133	194	193	201	219	354
4th quarter	151	131	173	130	198	196	203	229	349
963 1st quarter	151	132	171	130	195	191*	199	231	357
2nd quarter	156	136	178	134	203	202	207	243	373

(a) OECD countries and Japan. (b) Annual figures are not average of quarterly figures. * Strike.

Provisional figures of U.K. trade in September

Recorded values (table A)

United Kingdom exports in September were valued at £305.3 million, imports at £387.7 million, and re-exports at £10.8 million.

Seasonally adjusted values (table B)

After eliminating normal seasonal variation, United Kingdom exports in the third quarter were 3 per cent more than in the second quarter. The rate of exports in the first nine months of the year was 6 per cent more than in the year 1962 as a whole.

On the same basis, imports in the third quarter were 4 per cent more than in the second quarter and the average of the first nine months of the year was 5 per cent more than the average in the year 1962.

Seasonally adjusted monthly average re-exports in the third quarter amounted to £13 million, as in the second quarter. The monthly averages for the first nine months of this year and the year 1962 as a whole were also £13 million.

A. Recorded Values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961	306·8	366·3	13·2
1962	316·0	374·4	13·1
1962 3rd quarter	300·6	368·6	11·2
4th quarter	325·4	378·8	14·3
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter*	324·9	401·5	11·6
1963 April	331·7	387·0	13·2
May	364·7	425·5	13·5
June	335·5	383·0	13·1
July	340·4	430·0	12·5
August	328·6	392·7	11·4
September*	305·3	387·7	10·8

B. Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1962 3rd quarter	320	385	12
4th quarter	317	374	14
1963 1st quarter	327	375	12
2nd quarter	335	395	13
3rd quarter*	346	413	13
1963 April	320	388	13
May	341	395	13
June	345	400	14
July	339	419	14
August	351	398	13
September*	348	421	13
January-September*	336	394	13

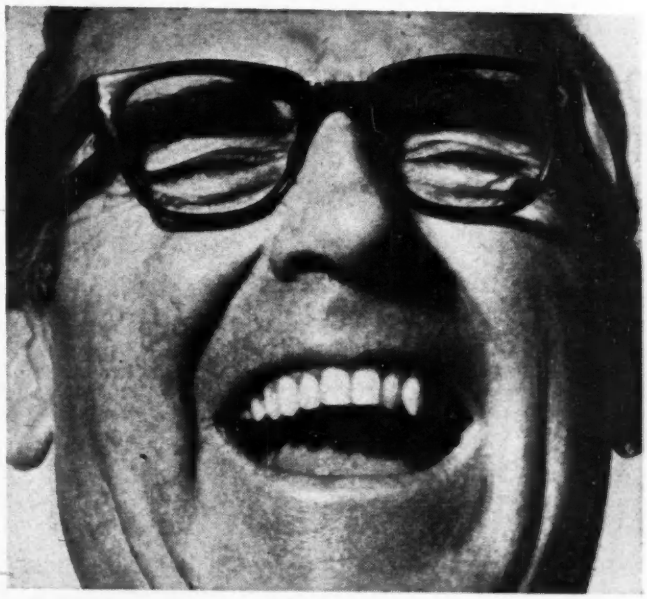
* Provisional.

Note:

Trade Account figures of imports and exports differ from those for visible trade in the balance of payments, where imports are entered f.o.b and insurance and freight, in so far as they are paid abroad, are included in invisible expenditure.

New Cunard Liner

The Cunard Steam-Ship Company has accepted an offer of a loan of a maximum of £17.6 million under the Government Shipbuilding Credit Scheme, for a new express liner for the Transatlantic service. It was announced in the House of Commons on July 24 that £60 million would be made available at Government lending rates for financing new orders.



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Orders, deliveries, production and exports in the engineering industries in August

THE FIRST ESTIMATES for August indicate a further rise in the volume of net new orders received by industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification). Taking July and August together to eliminate the effects of the different timing of holidays this year and in 1962 the increase in net new orders was more than one-fifth. In the July-August period new export orders were 17 per cent higher than a year earlier while new home orders increased by almost one-quarter. Deliveries in the two months were maintained at a higher level than a year earlier, the increases for export and home markets being 6 per cent and 5 per cent respectively. The high rate of new ordering boosted order books and at the end of August export orders on hand reached a record level. Home orders on hand at the end of August were 8 per cent higher than in August 1962.

It is provisionally estimated that production in the engineering and electrical goods industries in August was 6 per cent higher than a year earlier. In July and August taken together the increase on the same months in 1962 was 5 per cent. In the previous six months the level of production had been unchanged from a year earlier.

An account of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Table 2 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

Engineering industries (a)

Table 1: Index numbers of the volume of orders and deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (C)	Deliveries (c)	Orders-on-hand (end of period)	New new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1962 1st quarter	121	130	125	130	137	124	118	128	125
2nd quarter	120	122	125	129	124	127	117	121	124
3rd quarter	119	115	117	129	118	119	116	113	116
4th quarter	115	115	126	129	133	132	109	108	123
1963 1st quarter	117	132	126	123	121	139	115	135	122
2nd quarter*	123	139	124	127	145	134	121	137	120
1962 April	121	118	118	130	121	128	118	117	115
May	121	120	124	126	102	126	119	126	123
June	120	127	133	129	152	128	117	118	134
July	119	110	119	130	132	123	115	102	117
August	119	100	100	131	106	98	114	98	100
1963 April*	120	136	114	128	166	129	117	126	108
May*	122	140	125	128	135	135	120	142	122
June*	123	140	134	127	132	139	121	142	132
July*	123	126	123	128	139	128	121	122	121
August*	126	130	106	132	139	106	124	126	106

*Provisional.
(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

(*Continued on next page*)

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Table 2: Engineering and electrical goods industries (S.I.C. Order VI) volume of production, exports and orders on hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)		
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market
	1958 = 100			1961 = 100	December 1958 = 100		
1958	100	100	100	81	100	100	100
1959	105	103	110	82	101	102	101
1960	114	112	116	91	119	121	118
1961	121	122	120	100	122	127	120
1962	123	122	126	100	118	130	114
1962 1st quarter	124	125	123	101	124	132	121
2nd quarter	125	124	127	107	123	131	120
3rd quarter	117	115	119	94	123	131	120
4th quarter	127	123	134	101	118	130	114
1963 1st quarter	126	123	131	111	121	124	119
2nd quarter	124*	121*	130*	111	127*	129*	126*
1962 April	119	118	121		124	131	122
May	125	123	128		124	128	122
June	131	131	131		123	131	120
July	118	117	119		122	132	118
August	99	98	102		122	133	118
1963 April	114*	111*	121*		124*	130*	122*
May	127*	123*	134*		126*	130*	125*
June	132*	128*	137*		127*	129*	126*
July	122*	..	..		128*	131*	127*
August	105*	..	..		131*	135*	129*

* Provisional.
(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1961 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices, of orders held in these industries.

Growing tourist trade announced by BTHA

THE TOURIST INDUSTRY is the fourth, in order of magnitude, in the export trade of the United Kingdom, the Earl of Woolton, President of the British Travel and Holidays Association, told the annual meeting of the Association at Grosvenor House, London, on October 16. Lord Woolton went on to say: 'We have a great advantage that while in our commercial efforts we urge people to come here and find enjoyment, they then go away and leave the beauty unimpaired and ready for sale for the next group of people who come to this country'.

Lord Mabane, Chairman of the Association, told the meeting that visitors to Britain during 1962 numbered 1,955,500, which was an increase of 7 per cent over the previous year. Tourist revenue, including fares paid to British carriers, had also increased by 7 per cent.

More visitors to U.K. during August

LATEST FIGURES issued by the British Travel and Holidays Association show that over 306,120 overseas visitors came to Britain in August – 13 per cent more than in the same month last year.

A London spokesman of the BTHA said that the August arrivals brought the total number of overseas visitors to Britain in the first eight months of this year to 1,583,440, which was an increase of 10 per cent on the January to August period of 1962.

Visitors from Europe in August numbered 155,290. This was a rise of 14 per cent on the month and brought total European arrivals in the first eight months to 786,620 – an increase of 12 per cent.

European countries recording the highest percentage increases on the month were Germany (23), Italy (19), France (16), Holland (14) and Switzerland (14). The numbers of visitors from the United States in August rose by 18 per cent to 82,750, bringing total United State arrivals in the first eight months of the year to 382,320 – an increase of 11 per cent.

Mobile Instruction Course

Complete Thermo King refrigeration units, spare parts, and a full range of tools for maintenance are carried by this Petter Mobile School, which is now on a three-month tour of the Continent, providing a comprehensive instruction course for the service engineers of Thermo King agents and users in Norway, Sweden, Denmark, Finland, Holland, Belgium, France and Spain. Sparshatts Ltd., of Portsmouth, a Thermo King distributor, built the body of the vehicle, which is an Albion Claymore. The interior was designed in collaboration with staff at Petters' Hamble factory, where the Thermo King units are manufactured.

N. Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for August, 1963, prepared by the Ministry of Commerce, is 126 (1958=100). This is 15 points higher than the index for July, 1963 (July including the annual holiday period for many firms), and 4 points higher than the index for August, 1962.

The index numbers for the main industrial groups in August, 1963, with the increase or decrease on August, 1962, shown in brackets are:- textiles 117 (+8 points); clothing 120 (+20); engineering and metals 96 (−2); food, drink and tobacco 138 (+3); timber and furniture 146 (−10); other manufacturing industries 189 (−15); construction 146 (+13); gas, electricity and water 126 (+9).

Retail sales in Northern Ireland in August

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in Northern Ireland in August was 3 per cent higher than a year earlier. Sales by food shops and clothing and footwear shops were up on a year earlier by 2 per cent and 8 per cent respectively, while household goods shops showed a decrease of 2 per cent on the previous year.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester Street, Belfast. (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1961 Year	100		100		100		100		100	
962 Year	103	+3	105	+5	100	Nil	104	+4	101	+1
1962 Third quarter	100	+2	103	+6	92	Nil	100	−2	99	−1
Fourth quarter	117	+5	111	+5	105	+7	116	+9	121	+3
1963 First quarter	97	+4	106	+4	88	+6	96	+1	86	+1
Second quarter	105	+3	110	+5	105	+3	102	−2	98	+2
1962 December	133	+6	118	+5	140	+6	116	+13	160	+4
1963 January	94	+4	105	+6	84	+6	89	−2	86	+1
February	96	Nil	108	+3	86	−1	98	−3	84	−2
March	100	+7	107	+4	95	+15	101	+7	89	+4
April	102	+1	108	+5	99	−6	94	+1	96	Nil
May	110	+4	114	+6	115	+3	112	+2	99	+4
June	104	+4	109	+5	100	+14	102	−10	100	+3
July	101	+4	104	+4	92	+4	102	+6	104	+5
August	105	+3	108	+2	103	+8	105	−2	103	+1

Signing the contract recently for a new passenger ship for the Swedish-American Line to be built by John Brown & Co. (Clydebank) Ltd. The gross tonnage of the new liner will be over 24,000 tons and the contract price is expected to reach £7 million. The ship is to be delivered during the last quarter of 1965. Seen here are: Mr. John Brown (right), managing director John Brown & Co., (Clydebank) Ltd.; Mr. Dan Axel Brostrom (seated), chairman of the Swedish-American Line; and Mr. Eric Vijk, managing director of the shipping line.

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Patents endorsed 'licences of right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right" on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	September 30, 1963	
879,404	Regie Nationale des Usines Renault.	Production of mouldings made of n n-metallic substances.
912,279	Regie Nationale des Usines Renault.	Oxygenated derivatives of cellulose.
912,280	Regie Nationale des Usines Renault.	Methods of preparing cellulose substances grafted by unsaturated monomers.
922,486	Regie Nationale des Usines Renault.	Extreme pressure lubricants.
	October 2, 1963	
849,711	Silberman, W.	Washing preparations.
	October 3, 1963	
840,155	Orsymonde, S. A.	Pharmaceutical compositions.
873,731	Societe Civile d'Etudes et de Recherches pour l'Industrie S.E.R.P.I.	Apparatus for the conveyance of articles.
914,114	Societe Nouvelle des Ateliers de Venissieux S.A.	Wagons for carrying grouped loads.
	October 4, 1963	
882,672	Alberti, F.	Réctoscopic devices.
905,216	English, E. G.	The body of an instrument for a dual check on low gradients.
	October 8, 1963	
835,376	A. G. Brown, Boveri & Cie.	Production of a wound stator for a dynamo-electric machine.
866,196	Powell, T. W. S.	Machine for separating potatoes from soil and other matter.
922,133	Societe Artes Ltd.	Manufacture of goblets and the like.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

NEW AND REVISED BRITISH STANDARDS

RECENT British standards published are listed below. Copies are obtainable from the British Standards Institution, British Standards House, 2 Park Street, London, W.1.

B.S.	Particulars	Price
	NEW BRITISH STANDARDS:	s. d.
3472:1963	Raw styrene-butadiene rubbers (1500 series)	4 6
3630	Methods for the sampling and analysis of zinc and zinc alloys: 3630 Part 1: 1963 Sampling of ingot zinc and zinc alloy ingots	3 0
	3630 Part 4: 1963 Sampling of ingot, zinc alloy ingots and zinc alloy diecastings for spectrographic analysis	3 0
	3630 Part 5: 1963 Iron in ingot zinc and zinc alloys (photometric method)	3 0
3636	Methods for proving the gas tightness of vacuum or pressurized plant	35 0
3640	Wire braid reinforced rubber hose, type 1, and hose assemblies fitted with end coupling	4 6
3644	Performance of aluminium kettles (non-electric)	4 0
3647	Dimethoxyethyl phthalate (di-(2-methoxyethyl) phthalate)	5 0
3649	Original printing plates	3 0
3650	Raw oil-extended styrene-butadiene rubbers (1700 series)	4 6
3655	Code for informative labelling of carpets, carpeting and rugs	3 0
	REVISED BRITISH STANDARDS:	
580:1963	Trichloroethylene	5 0
818	Cast iron straightedges (bow shaped and I-section)	6 0
848	Methods of testing fans for general purposes including mine fans: 848 Part 1: 1963 Performance	25 0
1380	Methods for determining the speed of sensitized photographic materials: 1380 Part 2: 1963 Reversal colour film for still and cine photography	5 0
1593	Perchloroethylene (tetrachloroethylene)	4 0
1722	Fences: 1722 Part 1: 1963 Chain link fences	7 6

Index of industrial production for August

THE PROVISIONAL index of production for August, prepared by the Central Statistical Office, is 121 (seasonally adjusted). The latest figures confirm the upward trend of the summer months. In the three months June-August the index for all industries was about three per cent higher than in the preceding three months, while the manufacturing index showed a rise of some four per cent in the same period. The improvement was again widespread.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries: Total all manufacturing industries	Food, drink and tobacco: Total	Food	Drink and tobacco	Chemicals and allied industries: Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Engineering and allied industries: Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·2	112	110	116	129	120	130	115	123	87	111	101
Unadjusted:														
1962 1st quarter	117	99	116	108	108	107	129	119	131	117	124	88	117	102
2nd quarter	117	97	118	116	112	124	130	118	132	118	125	89	117	103
3rd quarter	110	86	110	110	108	113	126	121	126	108	117	85	101	97
4th quarter	117	99	118	115	113	119	131	122	133	116	127	84	110	103
1963 1st quarter	115	97	116	108	109	106	134	120	137	118	126	80	118	106
2nd quarter	119	98	120	118	112	129	140	127	142	119	124	78	124	107
1963 June	119	94	123	122	114	136	141	128	143	123	132	78	125	106
July	112	86	113	116	109	128	135	119	137	111	122	77	104	
Aug. (prov.)	105	72	104			114			129	99	105	75	104	
Seasonally adjusted:														
1962 1st quarter	114	94	114	112	109	116	125	118	126	114	122	87	110	99
2nd quarter	115	95	115	112	110	115	128	118	129	115	124	88	111	101
3rd quarter	116	96	116	112	111	114	131	122	133	117	124	87	111	104
4th quarter	115	96	116	113	110	117	131	121	133	114	122	84	114	101
1963 1st quarter	112	93	114	112	110	115	131	120	132	115	125	79	112	102
2nd quarter	117	96	118	114	111	120	138	128	140	116	123	78	117	105
1963 March	116	97	116	114	111	119	133	118	135	116	127	76	111	104
April	116	96	116	113	108	121	139	127	140	112	117	76	115	106
May	118	97	118	113	111	116	137	128	138	117	126	78	118	103
June	118	95	119	117	113	124	140	129	141	117	125	78	118	106
July	120	95	121	117	115	121	140	117	144	120	128	79	124	
Aug. (prov.)	121	96	122			123			145	120	130	77	121	
March-May (av.)	117	97	116	112*	110*	118	134*	121*	138	115	124	77	115	
June-August (av.) (prov.)	120	95	121	115*	113*	123	139*	124*	143	119	128	78	121	

	Manufacturing industries (continued): Metal manufacture: Total	Ferrous	Non-ferrous	Textiles, leather and clothing: Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Bricks, pottery, glass, etc.: Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
Unadjusted:															
1962 1st quarter	111	111	115	112	106	102	125	124	126	120	104	122	118	118	145
2nd quarter	112	111	116	106	103	97	113	130	132	126	113	126	122	123	113
3rd quarter	101	100	107	104	98	89	118	122	127	115	113	113	115	124	102
4th quarter	109	107	117	113	112	99	117	127	129	123	114	128	121	117	139
1963 1st quarter	109	107	119	111	108	101	118	116	111	122	90	123	123	100	162
2nd quarter	112	111	118	110	108	98	115	131	136	124	113	129	127	124	117
1963 June	113	111	123	110	107	100	117	131	141	116	121	127	131		104
July	101	99	106	103	100	87	111	129	133	123	117	119			102
Aug. (prov.)		98		97	94	78	103				104	107			101
Seasonally adjusted:															
1962 1st quarter	107	106	112	108	104	98	115	124	126	120	111	117	115	120	124
2nd quarter	108	107	113	107	104	97	111	127	129	124	113	123	119	122	124
3rd quarter	110	109	115	109	104	96	120	126	130	121	113	124	120	123	124
4th quarter	108	106	114	110	106	96	118	125	129	119	108	125	119	117	127
1963 1st quarter	105	103	116	107	106	97	112	116	112	123	96	119	124	101	138
2nd quarter	108	107	115	110	108	98	116	128	133	122	113	126	124	123	128
1963 March	107	104	118	110	107	98	117	119	118	121	96	120	126		127
April	108	106	113	108	106	98	113	126	129	122	112	125	123		130
May	107	105	115	110	109	99	112	130	132	128	110	126	122		129
June	110	108	118	113	109	99	123	129	136	117	117	128	126		124
July	114	114	115	111	108	94	119	127	132	120	117	132			127
Aug. (prov.)		116		117	114	99	123				110	130			128
Mar.-May (av.)	107*	105	116*	109	107	98	114	120*	118*	123*	106	124			129
June-Aug. (av.) (prov.)	111*	113	116*	113	111	97	122	129*	134*	121*	115	130			126

*Latest available three months (May-July) and previous three months (February-April).

Government surplus sales by auction

WAR OFFICE

1963	Store	Location	Auctioneer
Oct. 29-30	Machine tools and miscellaneous stores	W.D. Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: 54272).
Nov. 5-6	Machine tools and miscellaneous stores	W.D. Storage Depot, Royal Arsenal, Woolwich, London.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel.: Royal 4861).
Nov. 12	Machine tools and miscellaneous stores, including:	Various W.D. Depots	J. H. Norris & Son (Dept. L), 380 Deansgate, Knott Mill, Manchester, 3. (Tel.: Deansgate 3176).

(*Sale at Cheetham Town Hall, Manchester*, 8)

Herbert & Ward capstan lathes; Adams G.P. Lathes; Hepburn and Oldfield & Schofield lathes; Archdale, Edgwick and other horizontal millers; Cincinnati cutter grinders; Churchill cam grinder; Oliver auto face grinder; Jones & Shipman and Pollard pedestal drills; Wadkin radial arm drills and router; Conomatic 4 sp. automatics; Flannery vert. drawbore; Bradbury & Saunders auto trimming, face bore, cutting off and band turn machines; Greenwood & Batley, White, Taylor & Challen and other vertical and horizontal presses; H.E.C. and other banding presses; Bliss press spares; Landis screwing machine; swarf breaker; swaging machine; riveting and marking machines; threadmillers; Phillips projection welders. Stirrup pumps; spraying unit; roller conveyor; Glenfield & Kennedy 3 ram pump unit; cotton waste, sisal cordage; textiles, electrical fittings, M.T. spares, Milton racking, etc.

Nov. 14	Miscellaneous stores	Central Ordnance Depot, Didcot, Berks.	Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel.: 54025).
Nov. 21-22.	Miscellaneous stores	Technical Stores, Sub-Depot, Wem, Salop	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel.: 2081).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to date of sale. Price 1s. 0d. (*Postal Orders only*).

MACHINE TOOLS: SALE BY TENDER

Single, two and multi-spindle drills, internal and surface grinders; turret, turning and multi-tool lathes; horizontal, vertical, profile and threadmillers presses; shaving, sawing machines, etc.

Location: W.D. Storage Depots, Saltney Ferry, Cheshire and Rhydymwyn, Flintshire.

Application for tender forms to War Office, Directorate of Sales 4 (c) (ii), First Avenue House, High Holborn, London, W.C.1. Tender forms must be returned by November 19, 1963. Permission to view on presentation of tender form only.

AIR MINISTRY

1963	Stores	Location	Auctioneers
Oct. 30	Two huts 170 ft. by 28 ft., one hut 120 ft. by 28 ft., two huts 100 ft. by 28 ft. and 39 other huts of various sizes, three water towers with 225 gallon water tanks, and two fuel tanks of 12,000 and 3,000 gallon capacity, miscellaneous, electrical, domestic and kitchen stores.	Royal Air Force Station, Fylingdales, Pickering, Yorkshire.	Joseph Cundall & Sons, Sherburn, Malton, Yorkshire. (Tel.: Sherburn 216).
Nov. 20	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel.: Stafford 2331).
Nov. 27	Miscellaneous stores and equipment	Royal Air Force Stations, North Luffenham, Tuddenham and Feltwell.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel.: Stockport 2252).
Dec. 19	Miscellaneous stores and equipment	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel.: Carlisle 26292).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the Auctioneers. Catalogues for sales held at Maintenance Units and Royal Air Force Stations, North Luffenham, Tuddenham and Feltwell cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

MINISTRY OF PUBLIC BUILDING AND WORKS

1963	Description of Goods	Location	Auctioneers
Nov. 5	Office and miscellaneous furnishings and domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, 51 Kidbrooke Park Road, London, S.E.3.	Hollingsworth, Bank Chambers, 329 High Holborn, London, W.C.1. (Tel. Holborn 0337).

Catalogues, price 6d., are obtainable direct from the auctioneers. View-days: day preceding the sale and morning of sale.

Government Publications

required by customers in London may be obtained quickly from

H.M. Stationery Office, 432 Oxford Street, W.1, or York House, Kingsway, W.C.2

NEW BOOKS

Social conditions and export markets

How MUCH of the family income is spent on food in Portugal? How much more, or less, is spent in France? How many people own radio sets in Malaya? Do more people read the newspapers in Canada than in Australia?

Questions like these are being asked every day in market research agencies, in commercial information libraries, and in the offices of sales and export managers up and down the country. Before you can sell consumer goods abroad, you have to know something about the consumers, and there is scarcely a fact about their standards of living and social habits that may not be at some point relevant in a sustained campaign of selling overseas. Unlike economic data such as statistics of foreign trade and industrial production, which for some years now have been available in reasonably organized and systematic form (thanks to administrative co-operation between governments and to the work of the international organizations), information on social standards and conditions throughout the world has been conspicuous for its thinness and for the way its publication has been scattered in many countries through a variety of periodicals and other sources, with small attempt at central organization. Statistics have been difficult to trace and, once found, difficult to compare usefully with each other.

The United Nations Statistical Office recently stepped into the breach with the first attempt at systematic collection and presentation on an international basis. Its **Compendium of Social Statistics 1963** is a collection of available data describing the major aspects of the social situation in the world, and changes and trends in levels of living for the years 1950-60. This large volume (586 pages) provides comparative figures for countries throughout the world on Population and Vital Statistics, Health, Food Consumption, Housing, Education and Cultural activities, Labour force and Employment, Social Security, and Income and Expenditure. None of the material is entirely new (much of it has indeed been published before in various publications of the United Nations and its specialized agencies, if not elsewhere); but all of it is brought conveniently together for the first time, and presented in a way that facilitates comparisons both between periods and between countries. Its availability will reduce the need for consulting many other scattered sources in the operations of market research and consumer research. Subsequent editions (planned at intervals of about 4 years) will keep the information up to date – and, it is to be hoped, extend even further the Compendium's coverage of those social subjects which are important in commercial research as well as in other fields. Copies: 52s. 6d. (by post 55s.) from H.M. Stationery Office and Government bookshops.

Retail Business Administration, by W. J. Philpott (Pitman 22s. 6d.), sets out to show in 160 pages how the accepted principles of business administration may be applied to the retail trade, and analyzes the processes of retailing from the point of view of the manager. Separate chapters deal with the formation of policy, planning the organization, management and control, house management and office administration. There are appendices giving the syllabus and past examination papers of the Certificate in Retail Management Principles of the City and Guilds of London Institute. Case studies, trade associations and unions, definitions of terms and a list of books for further study are also given in appendices.

The Irish Republic's Committee on Industrial Organization was set up to make critical appraisals of the measures necessary to adapt Irish industry to conditions of intensive competition in the home and export markets, and it has already published reports on the textiles, footwear, paper and fertilizer industries. It now continues its programme with a **Report on Survey of the Chemicals Industry** (228 pages) and a **Report on the Wireless, Television and Telecommunications Industry** (79 pages). The reports are of interest for their analyses of the structure of industry in the Irish Republic and for their evaluations of export markets in fields in which they are in direct competition with United Kingdom manufacturers. They include up to date figures on many aspects of Irish production and trade, and make numerous direct comparisons with United Kingdom performances and prices. Copies: 7s. 6d. and 4s. 6d. respectively (postage extra) from the Government Publications Sales Office, G.P.O. Arcade, Dublin 1.

British Aid, No. 1 – Survey and Comment is the first in a series of five pamphlets to be published by the Overseas Development Institute, illustrating their investigations into methods of assisting developing countries. In introducing the series it looks at the objectives and achievements of British aid in finance, technology, education and training and the organizations involved. Each aspect is examined, compared against other nations' programmes and comments and suggestions are made for future British policy. Copies: 3s. 6d. (or 25s. for the set of five pamphlets) from O.D.I. Publications, Mailing Services Ltd., 98 Kingston Road, London, S.W.19.

William Wilkens, the German advertising agency of Hamburg, have issued in English a survey of business in West Germany under the title **Trends in West German Distributive Trades.** The survey is written in informal, conversational style and presents in 37 pages an analysis of current news and activities of retail and wholesale traders and trade associations in West Germany, with comments on general trends in business in consumer goods. It includes some statistical data from official and non-official sources. A covering note from the publisher states that this is the third edition of the work and that its text is the same as that of the earlier second edition – unfortunately the booklet itself contains no dates of publication for either of these editions. Copies: Free to business firms from the Public Relations Department, Alfred Pemberton Ltd., 93 Park Lane, London W.1.

The 14th edition of **Overseas Directories, Who's Who, Press Guides, Year Books, and Overseas Periodicals Subscriptions,** edited by H. R. Vaughan, contains details of 600 directories and similar publications, a subscription list for overseas publications, and a classified subject index to the same publisher's *Overseas Newspapers and Periodicals Guide Book*. Copies: 10s. (by post 10s. 6d.) from Publishing and Distributing Co., Ltd., 177 Regent Street, London W.1.

A Development Plan for Scotland published as *Planning No.* 476 by Political and Economic Planning, is based on discussions of the Scottish Project Group (this is a group of Scottish Members of Parliament and trade unionists, advised by representatives of industry and the professions). The idea developed in this 32-page pamphlet is of an employment target of 100,000 new jobs in Scotland in the next six years. The Group thinks this necessary to reduce Scottish unemployment to 1·5 or 2 per cent and so stop the population drift to the rest of the United Kingdom. In order to stimulate existing economic activity and attract new industries, the Group proposes that the whole of Scotland should become a development district. The plan suggests that, to achieve an improved distribution of employment inside Scotland and a better environment, the machinery of social expenditure and local taxation should be employed, along with a more vigorous approach to land-use planning. District Councils, based perhaps on the District Committees of the Regional Board for Industry, might be set up to assess local needs and resources, agree local employment and trade targets, and marshal public opinion for the development plans. No plans could succeed, however, without an adequate basis of fuel and transport services, and these are discussed in two final chapters. Copies: 4s. 6d., from Political and Economic Planning, 16 Queen Anne's Gate, London S.W.1.

Simplified P.M.T.S.: a Manual for Practitioners and Trainers, by R. M. Currie of ICI, describes a system of work measurement (Predetermined Motion Time System) based on the concept that all human work of a physical kind consists of different combinations of basic motions of parts of the body, and that for different workers there is only a small variation in the times required to perform each basic motion. The material in this 218-page book is presented in a form which enables the reader to construct his own exercise kit for use with the exercises which follow each chapter. Copies: 35s. (30s. to BIM members and subscribers), by post 36s. 3d. or 31s. 3d., from Publications and Sales Department, British Institute of Management, 30 Fetter Lane, London E.C.4.

A SERVICE IN GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer its customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. You can obtain full information about this service by sending a postcard to Sales Promotion (HMSO), Room D74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Exhibitions and Fairs

Why exhibit abroad?—The De La Rue approach

An article prepared by the Trade Fairs and Exhibitions Board of the De La Rue Group of Companies

IF THIS is a question of expressive or unresolved doubts, the answer is short and uncompromising – don't! Of all the pit-falls in business, perhaps one of the most dangerous is to think of any promotional exercise in isolation, disconnecting it from the rest of a co-ordinated programme of development, production, promotion and selling. The temptation to fall into this trap is greater if a new market is under consideration and if, thanks to Board of Trade initiative, the costs of exhibiting are reduced to attractive levels.

For the purpose of this article we assume that before deciding to participate in an overseas exhibition of any kind, a proper assessment has been made of the market in question, and enough information has been obtained to confirm the suitability of the product for the market and its ready availability to meet the demand which may be created. It is not always safe to make a further important assumption that preparation before the exhibition and follow-up after the exhibition have been planned as meticulously as the exhibit itself. Certainly if these vital points are neglected, it would be better not to waste any money or effort in any type of exhibition at home or overseas.

The De La Rue Group of Companies, embracing Formica International (plastics), Potterton (heating equipment), Thomas De La Rue International (security printing machinery and services), De La Rue Bull (data processing), De La Rue Frigistor Ltd. (thermoelectric cooling), tries to regard expenditure on exhibitions in the home market and in overseas markets as a normal and necessary part of promotional efforts, which are themselves geared to sales and profit forecasts and to development and production capacities. An effort is also made to maintain flexibility of approach and to react quickly to any sudden unforeseen opportunity such as, for example, the recent Peking Exhibition in which Formica Limited took part. In this case an invitation was received in March and a complete exhibit, attended by a fully trained team were on duty in Peking at the end of July. This sort of effort makes nonsense of budgets and forecasts and takes busy people from other more carefully planned exercises, but on balance the effort was justified.

In De La Rue eyes there are too many exhibitions, in the world and only a few of these are really worth-while. In the highly developed markets of the United States and Western Europe there are, as a general rule, sufficient well established specialized exhibitions to meet the requirements of any manufacturer. In Russia and Eastern Europe the large international fair with national pavilions is still an important way of getting a company's products known to the specifiers and the technicians who influence buying decisions in those countries. In the developing countries of Asia, Africa and South America specialized exhibitions do not exist and successful trade exhibitions of a general nature are hard to find.

For obvious reasons, British industry has concentrated its efforts, with Government support, in those areas which are likely to produce the best results, and thus, in the last few years, really big efforts have been made in places such as New York, Stockholm and Zurich. De La Rue companies participated in

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 919

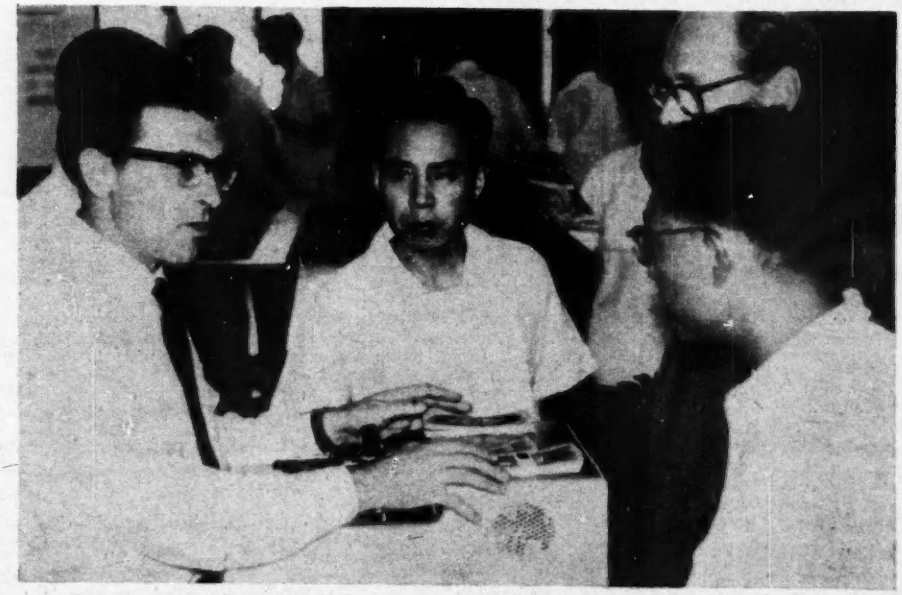
New York and Zurich, but Stockholm was not considered to be a sufficiently large market place for the type of goods we had to offer, taking into account the competitive situation and the likely return on the resources to be invested. On the other hand, companies in the De La Rue Group exhibited in Lagos – a much less developed market – at the time of the October/November Fair in 1962. In this case there were other considerations, including the likelihood of a permanent investment in Nigeria.

Of all the recently sponsored British exhibitions, the Zurich effort may prove to have been the most effective. This took place in a market in which foreign exhibitors face some difficulties as regards local exhibitions and in a rich market in which Britain's share of imports was less than 5 per cent. A highly successful British fortnight was staged at the same time as the British Industrial Fair and the combined impact upon the Swiss market as a whole and upon Zurich, with its 600,000 inhabitants in particular, was considerable, and will undoubtedly show its effect in the figures of exports to Switzerland. However, the familiar question-mark remains – will this vast promotional effort be followed up to the fullest possible extent, and can every participating company truly affirm that the effort and the expenditure was justified or will have been justified in the longer term? Next year we shall not be taking part directly in the British Fairs at Barcelona and Sydney; we have active companies in both areas in whose hands promotional activities lie.

Lessons

Finally, what lessons have we learned from our experiences in overseas exhibitions? Patience comes first. There is nothing in the nature of 'Get rich quick' in exhibiting abroad. It is a calculated risk. Sales only come after long and careful planning and effort. Trade fairs play their part, reinforce the plan; as such, they can be very rewarding. The market must be studied, visited and all available advice and information digested. The appointment of good agents is vital and in this our Embassies can help. It takes time. You may be starting in a new field; you may be strengthening a running operation. To learn about a market you must use people who know the language fluently. This costs money but is not so expensive as ill-considered and ill-prepared participation in a fair. The stand, large or small, must be first class, with good captions in the appropriate languages, and good leaflets. Great care must be taken to ensure accuracy of translation. Never forget that the specialist visitor is an individual; he will be influenced by good design and good presentation. Those manning the stand must have first-rate knowledge of their products, be able to give decisive answers and so be a credit to their company.

Try to estimate the drawing power of your stand. Movement creates interest. Do you want large numbers of the public or serious trade buyers? In Zagreb, we were swamped, as long as our banknote counting machines were running, by thousands of the general public fascinated by the counting of dinar notes. In Hanover, we had large numbers of serious buyers, nearly every visitor a potential customer. In Lagos, everything that we had to show was of absorbing interest to the local



Mr. R. Best, Formica Ltd., explaining some of the intricacies of a De La Rue banknote counting machine to a group of Chinese visitors at the specialised exhibition held in Peking recently.

population, who came in their thousands. In Peking, numbers were restricted to the invitations issued by the Chinese Authorities. Over a hundred thousand applied for invitations, fifteen thousand were invited. A thousand a day in a small hall was as many as could be handled. The interest in a very technical exhibition was astounding, the goodwill created enormous. But only patience will bring worthwhile results.

No two British companies are exactly alike. Their products, their markets and their methods will show differences. But whatever the reasons which may influence a company to participate in an exhibition, at home or overseas, the effort is not likely to have been worthwhile unless that company has already learned the lesson that preparation and follow-up are at least as important as the exhibition itself. In the case of the overseas exhibition, there can be no point at all in showing a product unless the people on the spot – the selling company, the agent, the distributor and the user, actual and potential – have been brought fully into the picture with hard and practical objectives in view.

TRADE FAIRS GUIDE

A fourth edition of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1. (Reference: G.D. 1361/62.)

British success at 'Kunststoffe' 1963

A report from the British Consulate-General's Office, Dusseldorf

On October 12, the 4th International Plastics Exhibition 'Kunststoffe 1963' which was held in Dusseldorf from October 12-20, was officially opened by Burgermeister Becker in the presence of the Minister of Economics for North Rhine Westphalia, Herr Keinbaum, and many other guests of honour. During his official visit to the exhibition Herr Keinbaum made a point of visiting the British combined stand.

'Kunststoffe 1963,' which was held in all six existing exhibition halls, attracted more foreign exhibitors than on any previous occasion and despite the loss of one hall the area covered by the exhibitors was greater than ever before. The largest number of foreign exhibitors came from Austria, France and Switzerland, closely followed by Great Britain who had a total of 26 firms exhibiting on their own account or on the combined stand. Fifteen British exhibitors participated on the combined stand which had been organized by the British Plastics Federation in co-operation of the Board of Trade and the Central Office of Information. Without exception all exhibitors whether in the combined stand or showing independently, expressed complete satisfaction in their participation. Many firms who were exhibiting for the first time were greatly impressed with the international nature of the exhibition. Inquiries received by British exhibitors came from as far afield as the Lebanon, South America, Sweden, Hong Kong, but the majority were received from Germany and the surrounding European countries.

The success of the British stand can be judged from the fact that in an exhibition of this nature it is not usual for orders to be placed for machinery, but one exhibitor was able to sell a machine valued at £15,000 to a Dutch customer, without any machine being on the stand. The firm in question had been unable to obtain space in the machinery section of the exhibition and had decided to participate on the combined stand for prestige purposes with a display of photographs of their machinery. Another firm participating in the combined stand, who were showing raw materials and machinery reported that they had received orders totalling over £1,000 by the second day of the exhibition. Other firms had received numerous inquiries which were very promising and which they would be following up after the fair.

These successes were not restricted to the combined stand for another British firm, exhibiting independently, who displayed extruders and injection moulding machines, reported the sale of 10 machines to customers in Canada, the United States and elsewhere.

On October 11, the British Plastics Federation held a press conference prior to the opening of the fair at which H.M. Consul-General, Mr. A. A. E. Franklin and Mr. P. C. Kirby, the acting chairman of the Federation's Overseas Trade Committee, both spoke. Mr. Kirby emphasized the important position which plastics held in our exports and drew particular attention to the fact that these exports had been achieved despite tariff increases by several leading importing countries. He went on to say that more British firms in the machinery section would have exhibited had there been the space available. H.M. Consul-General in his speech drew attention to the fact that this was the second occasion in which the British Plastics Federation and their members had participated in 'Kunststoffe,' in a joint venture with the Board of Trade, which gave ample proof that the British plastics industry was very much interested in trade with Europe and particularly in Germany.

The 1963 'Kunststoffe' again offered the visitor the widest selection possible of raw materials, semi-finished goods, auxiliaries, finished goods,

(*Continued on page 919*)

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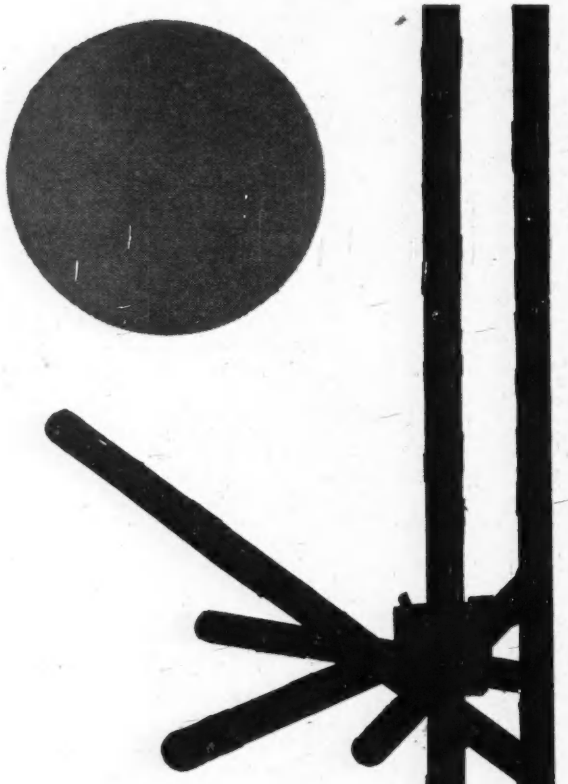

THE 1963 INTERNATIONAL BUILDING EXHIBITION

OLYMPIA LONDON 13 TH.-27 TH. NOVEMBER

This is a meeting place for all in the Building Industry and architects, builders, engineers, contractors and manufacturers come from all over the world to see it.

13-27 November Olympia London
Mon Wed Sat 10-6 Tues Thur Fri 10-8

Further information from:
The Building Exhibition (Room G29),
11 Manchester Square, London, W.1.

People who know... say

RUAKAKA

And that's because this word means 'nesting place of the Kakas, (a species of parakeet). Hence, a hole in a tree trunk – and the name of a place in New Zealand noted for farming. You didn't know? There's really no reason why you should, for it's a Maori word. And we know that (and can tell you a lot more than that) because we know a great deal about New Zealand – because we are the National Bank of New Zealand. As such, we provide a comprehensive banking service through a network of 165 branches and agencies in the North and South Islands. In doing this we have acquired a great deal of useful information on many topics, commercial and otherwise, which we gladly provide to anybody who may be interested in doing business with our country. So when you want to know more about New Zealand, ask us—

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machinery, tools, moulds and accessories for the plastics industry. The largest single group within the exhibition was that of manufacturers of extruders and injection moulding machinery. Total number of exhibitors was 737 of which 223 were from outside Germany. During the first weekend of the exhibition over 100,000 persons visited the fair which indicated that the total of 330,000 visitors to the 1959 exhibition was to be greatly exceeded.

Once again in 1963 as in 1960 the very encouraging serious business inquiries reported by the British exhibitors reflected the importance of the Dusseldorf Plastics Exhibition as an international trade fair for members of the British plastics industry.

British Weeks in Australia

AN ILLUSTRATED leaflet about a series of British Weeks in Australia in 1964 has been published by the Board of Trade and is being distributed among firms and trade associations by the Australian British Trade Association, the Federation of British Industries, and the National Association of British Manufacturers.

The weeks are being organised by the Board in association with the British Trade Commissioners in Melbourne (for a Week in Hobart), Brisbane, Perth and Canberra.

A great deal of display material and exhibits exemplifying features of British life has been made available, and considerable local publicity will be generated. Supporting activities will include military bands, concerts, art and book exhibitions, receptions and banquets, competitions, a display of British industrial design, show houses fitted and furnished by British suppliers, special newspaper supplements, radio and television programmes, feature film premieres and showings of documentary films.

The primary object is to get British goods stocked and generously displayed by the shops and stores, whose co-operation has been readily promised. Visits by British businessmen to coincide with the Weeks are calculated to be especially valuable, in circumstances where unique opportunities will be presented for them to meet potential customers in a highly favourable atmosphere.

Copies of the leaflet may be obtained from: Export Publicity and Fairs Branch, Room 3112 (Tel. Trafalgar 8855, Ext. 3118.), Board of Trade, Horse Guards Avenue, Whitehall, London, S.W.1.

British fashion display in Paris

THE BOARD OF TRADE is collaborating with the British Fashion Export Group in showing a collection of next spring's British fashions for women and teenagers at the Sixth Salon International du Prêt à Porter Feminin, Paris, from November 10-18. Nineteen British manufacturers will have individual stands and some will be presenting to buyers their individual fashion parades during each day of the Salon. Their exhibits will include coats, suits, dresses, skirts, blouses and separates in fabrics of either natural or man-made fibres.

The British Ambassador in Paris, Sir Pierson Dixon, will visit the display on November 12 and will attend a reception in the evening given by the British exhibitors for trade buyers and journalists. The stands will occupy a total of over 7,000 sq. ft. A trade information inquiry desk will be staffed by the Group, which is an organization set up by the Apparel and Fashion Industry's Association. The Group successfully took part in a similar joint venture with the Board of Trade at the last Salon earlier this year, when it was estimated that orders worth over £250,000 were placed with British exhibitors.

Proposed British pavilion at Budapest fair

The following supplementary announcement has been issued by the Export Publicity and Fairs branch of the Board of Trade.

PROPOSALS for a shell-stand scheme in a British Pavilion at the Budapest Industrial Fair (May 15-25, 1964) were announced in the *Board of Trade Journal* of October 11, 1963, (page 806).

Some responses to these proposals indicate that certain firms would be interested in exhibiting in a British Pavilion at Budapest, but feel that the nature of their exhibits would make them unsuitable for a shell-stand scheme; some machinery exhibits, for example, may be too massive to fit into a normal scheme of this sort.

The shell-stand scheme was proposed because the Board is particularly anxious to maintain a uniform presentation throughout the pavilion. But since a number of exhibitors feel that, for reasons such as those outlined above, they would like to exhibit *outside* the shell-stand scheme, the Board will create a 'non-shell-stand area' for such exhibits. For space in such an area, a considerably lower rent would be charged.

Any firms therefore which are interested in the proposal but which have special problems, as indicated above, about the suitability of their exhibits for a shell-stand scheme, should without delay consult Mr. L. J. S. Evans (Tel. Trafalgar 8855, Ext. 3113) or Mr. R. C. Pearson (Ext. 7685) of this Branch. Proposals for non-shell-stand exhibits will be sympathetically considered; but it should be made clear that firms' own design work for such exhibits would have to be submitted to the Board of Trade for approval, in the interests of uniformity.

Non-shell-stand exhibitors would still be entitled to the benefit of the normal services, reception, publicity, etc. mentioned in the previous announcement.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Outside Europe . .	*Oct.* 4	*Jan.* 3
Europe . . .	*Sept.* 6	*Dec.* 6
United Kingdom . .	*Aug.* 2	*Nov.* 1

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe: 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* *indicates fair which is held annually at approximately the time stated.*

† *indicates fair which is held alternate years at approximately the time stated.*

Amendments and additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on October 4, September 6 and August 2 respectively.

EUROPE

AMENDMENT:

The Board of Trade have been advised that the International Samples Fair will be held in Barcelona from June 1-15, 1964 and, not June 1-20, 1964, as previously shown in the *Board of Trade Journal* of February 9, 1962, and subsequent issues.

ADDITIONS:

BUDAPEST: INDUSTRIAL FAIR – May 15-25, 1964.
* Apply, Hungarian Chamber of Commerce, Rosenberg h.p.u. 17, Budapest V.

ZURICH: SWISS IMPORT FAIR (ZUSPA) – June 5-14, 1964.
Apply, Genossenschaft Zurcher Spezial—Ausstellungen, Nordstrasse 20, Zurich 6.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 4-6, 1964.
* Apply, Du Mont Publicity Co. Ltd., 18, Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

SALONIKA: INTERNATIONAL TRADE FAIR – September 7-28, 1964.
* Apply, Foire Internationale de Thessaloniki, Thessalonika.

GHENT: INTERNATIONAL FAIR – September 12-27, 1964.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensbury Place, London, S.W.7. (Tel. Kensington 1700).

BRNO: INTERNATIONAL TRADE FAIR – September 13-27, 1964.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

UNITED KINGDOM

ADDITIONS:

LONDON: NATIONAL RADIO AND TELEVISION EXHIBITION – August 26-September 5 1964.
* At Earls Court. Apply, Radio Industry Exhibitions Ltd., 59 Russell Square, London, W.C.1. (Tel. Museum 6901).

LONDON: INTERNATIONAL PLASTICS EXHIBITION AND CONVENTION (INTERPLAS) – June 16-26 1965.
† At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

LONDON: MINING MACHINERY EXHIBITION – July 8-17 1965.
At Olympia. Apply, Municipal and Industrial Exhibitions Ltd., 3 Clement's Inn, London W.C.2. (Tel. Holborn 2371-2).

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Trafalgar 8855, Ext. 2128) who compile the half-yearly index to the Journal.*

Regional Organisation of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

Northern Region
Clarendon House, Clayton Street West, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27550. Code: ONE 2. 27550. Telex No. 53178.)
R. Wood.

Yorkshire and Lincolnshire Region
Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. Telex No. 55265.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
Barry Kay, C.B.E.

South Western Region
Government Buildings, Burghill Road, Westbury-on-Trym, Bristol. (Tel. Bristol 62-2851. Code: OBR 2. 62-2851. Telex No. 44214.)
M. Weber.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021. MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
76 Newton Street, Manchester 1 (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
40 George Street, Glasgow. C.1. (Tel. Glasgow Bell 4455. Code: 041. BEL 4455. Telex No. 77583.) District Office: 29a High Street, Inverness (Tel. Inverness 31998. Code OIN 3. 31998.)
C. J. A. Whitehouse, O.B.E.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

This list is prepared by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 463.)

Market Information

for businessmen going abroad

To business travellers abroad economy of time is a vital factor. In important centres in all overseas countries there are British Trade Commissioners or Foreign Service Officers who are ready to assist and save valuable time by advising on local market conditions for all kinds of products in which visitors are interested, by providing information about customs duties and import regulations, by helping to find suitable agents or representatives and in various other ways.

All businessmen going abroad are urged to make use of these facilities. If they will first consult the Export Services Branch, any Regional Office of the Board of Trade, or the Ministry of Commerce, Northern Ireland, arrangements can be made for the appropriate officers in the countries they intend to visit to be furnished in advance with details of their requirements.

Get in touch with

Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4 TELEPHONE: CITY 5757

Overseas Trade and Exports

Turnover tax in the Irish Republic

BY G. L. PEARSON, BRITISH TRADE COMMISSIONER IN DUBLIN

The Irish Republic's Finance Act, 1963 provides for the introduction of a turnover tax from November 1, 1963. The following resumé of the main provisions of the Act is published for the guidance of exporters; it does not purport to be a precise statement of legal requirements.

Internal trade:

SECTIONS 47 (1) (a) and 48 to 63 of the Act provide for the application of the tax to internal trade. Tax at 2½ per cent (but at a flat rate of 5s. on the first £100 of taxable turnover) will be charged on payments received on and after November 1 from retail sales, from hire transactions and from services provided in the course of business (and from certain other activities – bookmaking, entertainments, etc.). Receipts from sales of some specified goods and some specified services are exempted from liability. These 'exempted activities' are listed in the First Schedule of the Act and a summarized list is given below.

Every person whose activities will make him liable to the tax is required to register with the Revenue Commissioners, by whom he will be allotted a registration number. Receipts from sales to registered persons of goods for resale in the course of their business (i.e. wholesale sales) or as machinery, plant or equipment for use in their business, will not be liable to the tax provided the purchaser has quoted his registration number to the seller in writing. In the case of certain goods, of kinds that are widely used for private as well as for business purposes, this exemption will apply only if the purchaser is a dealer in the goods. (These goods are listed in the Second Schedule of the Act which is copied below.) Sales to unregistered persons even in wholesale quantities (e.g. to Government authorities, builders, etc.) will be regarded as retail sales and receipts from them will be subject to tax.

The tax will be levied on payments received on or after November 1 regardless of the date of sale, with two exceptions. Payments received up to March 31, 1964, from sales or hirings made, or services provided, before August 1, 1963, will be exempted; as also will be payments received at any time under contracts made before August 1, 1963, provided the contracts specified the prices, charges, etc., to be made. (This last provision exempts receipts from hire-purchase contracts made before August 1.)

Imports:

Sections 47 (1) (b) and 64 of the Act provide for the application of the tax to import trade. It is specifically stated that the provisions in Sections 48 to 63 (relating to internal trade) will not apply to imports. Instead, turnover tax of 2½ per cent will be charged on the landed duty-paid value of goods imported on or after November 1, 1963, with specified exceptions. These exempted imports, which are listed below, include goods imported by a registered person as stock or as capital equipment for his business, with the proviso again that the exemption will apply in the case of the goods listed in the Second Schedule of the Act only when imported by a registered person who is also a dealer in the goods. Turnover tax charged on imports will be collected with customs duty at the point of entry.

It will be important for exporters to ascertain in advance whether customers in the Republic are registered persons in order to know whether consignments will be assessed for tax on import. The requirement under Section 50 of the Act, however, that purchasers must notify sellers in writing of their registration numbers in order that exemption in respect of goods sold for resale may be established, does not apply in the case of imports. Legally, it is not necessary for exporters to quote importers' registration numbers on invoices or shipping documents in order to establish exemption of goods on import; it will be sufficient if the importers supply their registration numbers to the Customs authorities when clearing the goods. It is likely however to be a convenience to importers, and to make for quicker customs clearance, if exporters are willing to quote registration numbers on documents when requested to do so.

Parcel post:

When goods are consigned by parcel post it will be necessary for the exporter to quote the importer's registration number on the Customs declaration form affixed to the parcel if exemption from tax on import is to be established. Tax will be charged on all goods imported in parcels on which no registration number is given, even if the importer is in fact a registered person; it will then be open to the importer, if entitled to exemption, to apply for a refund.

The position of agents or representatives in the Republic:

If taxable goods are consigned on import direct to a customer against orders taken by an agent or representative, but the agent or representative does not handle them at import, it will be for the customer to establish exemption by giving his registration number on the Customs entry form. If however they are consigned to the agent or representative, whether for supply to customers against orders already taken or for stock, the agent or representative must be registered if tax at importation is to be avoided.

Sales of goods imported by agents or services provided by them will be treated in the same way as other internal sales or services, whether payment is made to the agent or direct to the overseas supplier. The agent will be required to make the statutory monthly returns showing gross turnover, the amount deducted in respect of sales or services to registered persons and the balance, which will be the taxable turnover, and to send a remittance for the tax payable with the return. The monthly return and the remittance must be sent in on the 10th day of the succeeding month or within nine days thereafter.

Although the return must be made by the registered agent or representative there is no objection to the accounts on which it is based being kept by the overseas exporting firm, provided that the firm agrees to make the accounts available, if required, to authorized officers of the Revenue Commissioners. In some cases, e.g. where payment is made by customer direct to exporter, it may be more convenient for the United Kingdom exporters to keep the accounts and to send draft returns, ready prepared, to their agents for signature and submission. The returns must be made on official forms which will be supplied by the Revenue Commissioners' office to registered persons.

Tax is normally charged on the basis of cash receipts in a month, but the Revenue Commissioners will authorize any registered person to base his tax liability on his invoiced sales in the month if he finds this more suitable and convenient. Formal application for authority to use the invoiced sales basis should be made to the Revenue Commissioners.

Effect of the tax for British exports:

The effect of the exceptions under Section 64 of the Act is to exempt commercial imports generally from the tax. Goods imported commercially for retail sale however, which are not liable

on import, will become liable for the tax at the point of retail sale; i.e. the retailer will have to pay tax on the price received for them. There is no legal provision however, to specify how retailers are to recoup themselves. They will be free to raise retail prices to any extent on any goods or to leave them unaltered as they wish. It is the Government's stated belief that the ordinary rules of competition will ensure that no excessive price increases will take place. The effect of the introduction of the tax on the competitive position of imported British goods will therefore depend upon the consequent price adjustments made by retailers, and on any measures adopted by manufacturers, by increase of trade margins or discounts, to offset the tax liability of retailers.

A booklet entitled 'Guide to the Turnover Tax', giving fuller information about the working of the tax, is available from the Revenue Commissioners. Detailed instructions about registration, accounts, returns required, remittance of tax, refunds, etc. are given in the Turnover Tax Regulations, 1963 (S.I. No. 157 of 1963), which can be purchased from the Government Publications Sale Office, G.P.O. Arcade, Dublin, 1, or through booksellers (price 1s. 6d.). Inquiries about the tax should be addressed to The Revenue Commissioners (Turnover Tax Branch), Dublin Castle, Dublin, 2.

Summarized list of exempted activities

Exports.
Sales by farmers and fishermen of their own produce, except through a retail shop.
Sales of live animals, except through a retail shop.
Sales of earth, stone, gravel, sand and cement.
Sales of seeds, fertilizers, animal feeding-stuffs, veterinary supplies, agricultural machinery, plant, equipment and other materials and substances in general use by farmers and fishermen (other than passenger motor vehicles and petrol and oil for domestic use or road transport).
Sales of petrol and oil other than for domestic use or for road transport.
Banking and insurance services.
Services provided for agricultural, industrial or commercial purposes, other than services provided in the course of retail business.
Professional or educational services.
Services by the State and by local authorities.
Services by hospitals, nursing homes and similar establishments.
Building, repairing, painting and decorating of buildings, and the installation of heating, lighting, plumbing and sanitary fixtures and fittings.
Transport services (carriage of persons or goods).
Letting of houses, etc., otherwise than by the proprietors of hotels.
Money-lending otherwise than in connection with hire-purchase or credit-sale transactions.
Advertising.
Funeral undertaking.

Second schedule to the Finance Act, 1963

(*Goods of which sales to registered persons are exempted only when the registered persons are dealers in the goods.*)

Food and drink.
Tobacco.
Furniture and furnishings other than office furniture and equipment.
Pottery, glassware, cutlery and cooking utensils.
Domestic kitchen equipment.
Clocks and watches.
Articles for personal use or adornment.
Motor vehicles designed for the conveyance of persons by road.
Sports goods.
Musical instruments.
Radio and television sets and gramophones.
Gramophone records.
Hydrocarbon oils for domestic use or for road transport.

Imports exempted

(*Section* 64 (2) *of the Finance Act*, 1963.)

Live animals.
Earth, stone, gravel, sand or cement.
Seeds, fertilizers and animal feeding-stuffs.
Articles mentioned in the Second Schedule to the Act imported as stock for his business by a registered person who is a dealer in such articles.
Articles not being articles mentioned in the Second Schedule to the Act, imported –
(i) as stock for his business,
(ii) as materials for manufacture,
(iii) as furniture, fittings, office requisites, plant or equipment for his business,
by a registered person.
Any article which is declared by the Minister for Finance by order to be an article not chargeable with tax on being imported into the State.

TRADE AND FINANCIAL ARRANGEMENTS

Benelux and Hungary

A NEW THREE-YEAR trade arrangement for the period 1963 to 1965 between Hungary and the Benelux Economic Union was signed in Budapest on September 13.

The trade arrangement which is effective from January 1, 1963, also establishes quotas for the twelve months ending December 31, 1963. Among the major items the Benelux countries will export to Hungary under the arrangement are agricultural products and flax, wool, wool combings and waste, rayon yarns and synthetic fibres, photographic materials, chemicals and pharmaceuticals, blast furnace products, non-ferrous metals, machinery and electrical components and accessories, paper and paperboard, etc.

In exchange Hungary will export to Benelux, cheese, dried vegetables, dried leguminous plants, rice, crude vegetable oils, meat preserves, tomato puree, pulp and juice, tobacco, chemical and pharmaceutical products, furs, fur skins, leather wear, wooden furniture, textiles, clothing, footwear, iron and steel tubes, industrial machinery, electrical equipment, sport and camping equipment, etc.

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, London, S.W.1. (Tel. Trafalgar 8855, Ext. 7618), quoting reference CRE 7406G.

Yugoslavia and USSR

H.M. EMBASSY in Belgrade report that a Protocol on trade exchanges between Yugoslavia and the Soviet Union in 1964 was signed there on September 26. According to local press reports the agreed volume of commodity exchanges will amount to United States $220 million, a figure which was said to be 20 per cent higher than the estimated value of exchanges in 1963 (United States $180 million) and double the value of mutual trade in 1962 (United States $110 million).

Under the provisions of the Protocol the Soviet Union will supply to Yugoslavia goods including machinery and equipment (*sic*), ball bearings, coke, coal, crude oil and petroleum products, pig iron, rolled ferrous metallurgy material, ferro-alloys, aluminium, asbestos, chemical and pharmaceutical products and industrial goods. Yugoslavia will supply to the Soviet Union various goods, including machinery and equipment (*sic*), ships, rolled non-ferrous metallurgy material, lead, cable goods, chemical goods, veneer, oak, furniture, footwear, knitwear, fabrics, and prunes.

British Trade Commissioner in Vancouver

MR. N. S. BELAM, at present Private Secretary to the Minister of State, Board of Trade, has been appointed as the Principal British Trade Commissioner at Vancouver, Canada, to succeed Mr. W. K. Ward, who will return to duty with the Board of Trade in November at the end of his tour.

Mr. Belam will take up his new appointment in November.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Bulgaria, Hungary and Ecuador have been published in the series of 'Hints to Businessmen'.

British businessmen who intend visiting those countries on export business can obtain copies of the booklets on application to Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2928).

Insured parcel service to the Sudan

THE GENERAL Post Office have announced that with effect from November 1, 1963, the maximum value of insurance for air and surface parcels addressed to the Republic of the Sudan will be raised from £55 to £115.

Information for United Kingdom exporters

Brief details are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 433) (Telex 25977). Copies of particular Bulletins containing further details of the items referred to below can be obtained from the same address on remittance of cash with order of the sum of 2s. per copy.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated.

Tender documents are available for loan in those cases marked with an asterisk.*

ARGENTINA

Life Saving Equipment for Flota Argentina de Navegation Fluvial. November 4. Tender documents (in Spanish) available for loan. E.S.B. 32925/63*

AUSTRALIA

Concrete Batching and Mixing Plant for The Hydro-Electric Commission. November 20. E.S.B. 32399/63.*
Drawgear Rubbing Plate for Western Australian Government Tender Board. November 7. E.S.B. 32682/63.*
Paper for Commonwealth Stores Supply and Tender Board. November 7. E.S.B. 32400/63.*
Turbo-Generators for State Electricity Commission of Queensland. February 26, 1964. E.S.B. 32258/63.*
Postmaster-General's Department :
Exchange and Sub-Station Maintenance Tools and Equipment. December 12. E.S.B. 32668/63.*
2000 Type Switch Maintenance Parts. (Further Information.) E.S.B. 30549/63.*
Townsville Regional Electricity Board :
Switchgear. November 13. E.S.B. 31774/63.*
Switchgear. November 13. E.S.B. 31773/63.*

BURMA

Mild Steel Bars for National Housing and Town and Country Development Board. (Further Information.) Tender documents now available for loan. E.S.B. 31766/63/DLP.*
Industrial Development Corporation :
Chemicals. November 7. E.S.B. 32667/63.*
Steel Billets. November 7. E.S.B. 32318/63.*
Civil Stores Committee :
Pipe Fittings. November 18. E.S.B. 32905/63.*
Hand Tools. November 11. E.S.B. 32915/63*.
Embroidery and Crochet Thread. November 15. E.S.B. 32918/63.*
Pipes and Fittings. November 18. E.S.B. 32921/63.*
Electric Motors. November 7. E.S.B. 32922/63.*
Hand Tools. November 11. E.S.B. 32649/63.*
Aluminium Ingots. November 4. E.S.B. 32655/63.*
Hand Tools. November 11. E.S.B. 32917/63.*
Hand Tools. November 11. E.S.B. 32652/63.*
Machine Tools. November 7. E.S.B. 32920/63.*
Hand Tools. November 11. E.S.B. 32916/63.*
Hand Tools. November 11. E.S.B. 32650/63.*
Pipe Fittings. November 18. E.S.B. 32906/63.*
Log Line. November 7. E.S.B. 32923/63.*
Pumps. November 5. E.S.B. 32321/63.*
Drilling Equipment. November 5. E.S.B. 32319/63.*
Pumps : Diesel Engines. November 4. E.S.B. 32644/63.*
Roller Tubes. November 4. E.S.B. 32645/63.*
Ball Bearings. November 4. E.S.B. 32646/63.*
Rubber Belting. November 4. E.S.B. 32647/63.*
Saws. November 11. E.S.B. 32648/63.*
Hand Tools. November 11. E.S.B. 32651/63.*
Jointing, Lagging and Roofing Compounds. November 6. E.S.B. 32390/63.*
Paint Materials. November 6. E.S.E. 32391/63.*
Paint. November 6. E.S.B. 32245/63.*
Paint. November 6. E.S.B. 32246/63.*
Paints. November 6. E.S.B. 32248/63.*
Paint. November 6. E.S.B. 32330/63.*
Varnish. November 6. E.S.B. 32331/63.*
Glazed Tiles. November 5. E.S.B. 32247/63.*
Chalk. November 5. E.S.B. 32255/63.*
Pipe Fittings. November 18. E.S.B. 32325/63.*
Oxygen and Acetylene Sets. November 11. E.S.B. 32669/63.*
Lathes. November 7. E.S.B. 32680/63.*

CANADA

Block Signal and Interlocking Equipment for Toronto Transit Commission. November 18. E.S.B. 32677/63.

CEYLON

Paints for Government Stores Department. November 19. E.S.B. 32657/63.
Electricity Scheme for Heneratgoda V.C., Mudungoda. December 4. E.S.B. 32662/63.
Galvanised Steel Corrugated Sheets for the Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 29676/63.*
Ceylon Transport Board :
Batteries. December 4. E.S.B. 32659/63.
Sulphuric Acid. November 27. E.S.B. 32981/63.*
Ministry of Land, Irrigation and Power :
Tents and Accessories. November 26. Tender documents now available for loan. E.S.B. 32660/63.*
Transmission Lines. December 10. E.S.B. 32985/63.
Gal Oya Development Board :
Paints; Pipes and Fittings; Builders' Hardware; Miscellaneous Stores. November 8-11. E.S.B. 32979/63.
Drill Steels. November 8. E.S.B. 32980/63.*

COLOMBIA

Laboratory Equipment for La Seccion de Provisiones del Departmento de Santander. November 7. Tender documents (in Spanish) available. E.S.B. 32654/63.*

DENMARK

Vehicles for Copenhagen Tramways. November 4. E.S.B. 32396/63.

EGYPT

Land Reclamation Project for General Organisation for Land Development. (Further Information.) Closing date postponed to March 14, 1964. E.S.B. 27805/63.*
Electrification of Hand-operated Bridges for Organisation of the Egyptian Railways; Roads and Bridges Department. November 30. E.S.B. 32317/63.
General Organisation for Executing the Five-Year Plan :
Erection of Glucose Plant. (Further Information.) E.S.B. 29321/63.
Switching and Transformer Stations. November 25. E.S.B. 32665/63.*
Tube Manufacturing Plant. December 23. E.S.B. 32653/63.*
Egyptian Railways :
Automatic Train Control. (Further Information.) Closing date postponed to December 10. E.S.B. 22310/63.
Insulating Materials. November 25. E.S.B. 32316/63.
Steel Tools. November 20. E.S.B. 32315/63.

ETHIOPIA

Hydro-Electric Power Plant for Ethiopian Electric Light and Power Authority. (Further Information.) Closing date not known. E.S.B. 29644/63.

FORMOSA

Central Trust of China :
Circuit Breakers; Flow Meter; Chlorinators. November 9. E.S.B. 32992/63.*
Electric Motors. November 5. E.S.B. 32944/63.*
Electric Motors. November 4. E.S.B. 32943/63.*
Railway Carriage Parts. November 5. E.S.B. 32993/63.*
Valves. November 9. E.S.B. 32663/63.*
Air Compressor. November 5. E.S.B. 32309/63.*
Industrial Instruments. November 4. E.S.B. 32308/63.*
Rubber Air Hose. November 5. E.S.B. 32311/63.*
Secondary Unit Substation. November 4. E.S.B. 32310/63.*
Tandem Roller. November 6. E.S.B. 32614/63.*
Mild Steel Bars and Plates. (Further Information.) E.S.B. 29921/63.*

FRANCE

Generating Sets for Supreme Headquarters Allied Powers Europe. November 25. E.S.B. 32666/63.*
Installation of Central Heating for Bureau du Controle et des Marchés. November 18. Press Notice (in French) available. E.S.B. 32249/63.
Stationery and Office Supplies for Council of Europe. December 1. E.S.B. 32970/63.*

GERMANY

Surgical Dressings for Beschaffungsstelle des Bundesministers des Innern. November 19. Tender documents (in German) available. E.S.B. 32914/63.*

GREECE

Ministry of Trade :
Cranes and Accessories. (Further Information.) Closing date postponed to November 4. E.S.B. 30944/63.*
Diesel-Locomotive Repairs Apparatus. (Further Information.) Closing date postponed to November 5. E.S.B. 30945/63.*
Rolling Stock and Railway Material. (Further Information.) Closing date postponed to November 7. E.S.B. 30947/63.*
Research Laboratory Equipment. (Further Information.) E.S.B. 34668/62.*
Printing Machine. (Further Information.) November 8. E.S.B. 12486/63.*
Electronic Instruments. November 26. E.S.B. 32907/63.*
Facsimile Recorder. November 28. E.S.B. 32250/63.*
Laboratory Instruments. (Further Information.) Closing date postponed to November 7. E.S.B. 30946/63.*
Seed Production Instruments. (Further Information.) Closing date postponed to November 7. E.S.B. 30918/63.*
Teletype Machines. November 25. E.S.B. 32385/63.*
Veterinary Laboratory Equipment. (Further Information.) Closing date postponed to November 7. E.S.B. 30950/63.*

GUATEMALA

El Ministerio de Hacienda y Credito Publico :
Ethyl Phthalate. November 8. E.S.B. 32313/63.
Paper. November 19. E.S.B. 32312/63.

INDIA

Aircraft Servicing Equipment for India Stores Department. November 18. E.S.B. 32976/63.*

THE
LIVERPOOL WAREHOUSING
CO. LTD.
STORAGE AND TRANSPORT
CENTRAL 6611 (20 lines) THE OLD HALL, LIVERPOOL 3. TELEX 62472
MANCHESTER
TRAFFORD PARK ROAD
TRAFFORD PARK 4757/8 & 0320
AND AT
LONDON
62/64, RIVER ROAD, BARKING, ESSEX
RIPPLEWAY 1156 (5 lines) TELEX 21525
BIRMINGHAM
912/4 KINGSBURY ROAD, ERDINGTON.
ERDINGTON 7321/3.

Air-Conditioning and Ventilation Plant for Reserve Bank of India. November 28. E.S.B. 32699/63.
Aluminium Conductors for Gujarat Electricity Board. (Further Information.) Tender documents now available. E.S.B. 30992/63.*
Construction of a Dam for Kerala State Electricity Board. December 16. E.S.B. 32690/63.
Dredger Pipe-Lines for Department of Supplies and Disposals. November 29. E.S.B. 32382/63.*
Gantry Crane for Delta Irrigation Centre. (Further Information.) Closing date postponed to November 15. E.S.B. 26752/63.*
Oil Metering and Lubricating Equipment for Hindustan Machine Tools Ltd. November 4. E.S.B. 32290/63.*
Sluice Gates and Hoists for Superintending Engineer, Nagarjunasagar Project. Closing date postponed to November 7. E.S.B. 10964/63.*
Steel Plant Equipment for Hindustan Steel Ltd. December 2. E.S.B. 32910/63.
Transformers and Switchgear for Punjab State Electricity Board. January 2, 1964. E.S.B. 32333/63.
Tainter Gates for Dantiwada Head Works Division. November 28. E.S.B. 32337/63.
U.P. State Electricity Board :
Accessories and Tools for A.C.S.R. Conductors. November 5. E.S.B. 32332/63.
Air Break Switches. November 8. E.S.B. 32334/63.
Surge Diverters. November 12. E.S.B. 32335/63.
Copper Conductors. (Further Information.) E.S.B. 30769/63.
Workshops Division, Dapuri :
Planing Machine. (Further Information.) Closing date postponed to November 5. E.S.B. 27891/63.
Ultrasonic Flaw Detector. November 11. E.S.B. 32341/63.
Diesel Welding Sets. November 11. E.S.B. 32342/63.
Steel Melting Furnace. November 28. E.S.B. 32340/63.
Singareni Collieries Co. Ltd. :
Diamond Core Drill Equipment. November 12. E.S.B. 32297/63.*
Diamond Core Drill Equipment. November 13. E.S.B. 32298/63.*
Drilling and General Equipment. November 14. E.S.B. 32299/63.*
Belt Conveyors. November 21. E.S.B. 32300/63.*
Oil and Natural Gas Commission :
Drilling Equipment. December 2. E.S.B. 32632/63.
Drilling Bits. November 6. E.S.B. 32629/63.
Drilling Tools and Equipment. November 9. E.S.B. 32630/63.
Testing Instrument. December 7. E.S.B. 32627/63.
Geo-Chemistry Equipment and Apparatus. November 4. E.S.B. 32625/63.
Supply of Parts for Athey Forged Tracks. November 13. E.S.B. 32631/63.
Atomic Energy Establishment, Trombay :
Fire Extinguishing System. November 13. E.S.B. 32903/63.
Furnace. November 11. E.S.B. 32904/63.
Lathes. (Further Information.) Tender documents now available. E.S.B. 31494/63.*
Honing Machine. November 12. E.S.B. 32902/63.
Printing Machines. November 6. E.S.B. 32365/63.
Palladium Tube; Tantalum Wire, Sheets and Crucibles. November 5. E.S.B. 32369/63.
Refrigeration Compressor and Condenser. November 8. E.S.B. 32367/63.
Nibbling and Shearing Machine. (Further Information.) Tender documents now available. E.S.B. 31495/63.*
Constructional Project. January 20, 1964. E.S.B. 32336/63.
Projection Welder (Further Information.) Closing date postponed to November 21. E.S.B. 29181/63.*
Vacuum Extrusion Press. November 7. E.S.B. 32366/63.
Transistors. November 20. E.S.B. 32637/63.
Resistors. November 19. E.S.B. 32636/63.
Abrasive Unit. November 9. E.S.B. 32633/63.
Wire Cutting Machine. November 10. E.S.B. 32634/63.
Filter Press. November 11. E.S.B. 32635/63.
National Coal Development Corporation :
Belt Conveyors. (Further Information.) Closing date postponed to November 8, for Belt Weighing Machine only. E.S.B. 30955/63.*
Tractor and Trailer. November 20. E.S.B. 32343/63.*
Belt Weighing Machine. December 10. E.S.B. 32344/63.*
Hoists. November 10. E.S.B. 32940/63.*
Switchgear. December 2. E.S.B. 32938/63.*
Air Circuit Breakers. December 17. E.S.B. 32933/63.*
Circuit Breakers. November 25. E.S.B. 32936/63.*
Cable Boxes and Jointing Materials. November 26. E.S.B. 32935/63.*
Steel Tubular Poles. November 25. E.S.B. 32939/63.*
Transformers. December 2. E.S.B. 32937/63.*
Electrical Equipment. November 25. E.S.B. 32934/63.*
Transwitch Units. December 16. E.S.B. 32932/63.*

IRAN

Barbed Wire for Iranian State Railways. December 30. E.S.B. 32186/63.*
Paper for Iranian Tobacco Monopoly. December 20. E.S.B. 32688/63.*
Telephone Exchanges for Imperial Iranian Army. November 9. E.S.B. 32622/63.*
Tehran Electricity Board :
Pipe Fittings. December 6. E.S.B. 32371/63.*
Electricians' Safety Belts and Spurs. December 4. E.S.B. 32370/63.*
Neon Tube Transformers and Valves. December 11. E.S.B. 32387/63.*
Insulated Wire. December 1. E.S.B. 32301/63.*
Distribution Boxes and Fuse Supports. December 4. E.S.B. 32303/63.*

IRAQ

Construction of Irrigation Pump Station and Complementary Garden Works for Ministry of Works and Housing. December 31. E.S.B. 32672/63.
Erection of Textile Mill for Directorate General of Industrial Design and Construction. February 20, 1964. E.S.B. 32671/63.
Fork-Lift Trucks for Government Oil Refineries Administration. November 26. E.S.B. 32670/63.
H.F. Transmitter for Central Foreign Purchasing Board. (Further Information.) Tender documents now available. E.S.B. 31755/63.*
Waterproof Sheets for Ministry of Defence. November 13. E.S.B. 32642/63.

ITALY

NATO INFRASTRUCTURE CONTRACTS
Italian Authorities :
Covered Cable. Apply by: November 5. G.D. 661/63 (216).
Desk Telephone Equipment. Apply by: November 5. G.D. 661/63 (219).

JORDAN

Construction of Sewage System for Aqaba Town Planning Committee. December 30. E.S.B. 32392/63.
Mutton Cloth for Jordan Petroleum Refinery Co. Ltd. Closing date not known. E.S.B. 32683/63.
Jordan Electric Power Co. Ltd. :
Transformers. November 30. E.S.B. 32603/63.
Steel Poles. November 30. E.S.B. 32604/63.
Oil Storage Tanks. November 30. E.S.B. 32602/63.
Copper Wires. November 30. E.S.B. 32605/63.
Generating Sets. November 30. E.S.B. 32601/63.
Insulators. November 30. E.S.B. 32606/63.
Switchgear. November 30. E.S.B. 32608/63.
Wires. November 30. E.S.B. 32607/63.

KUWAIT

Truck Crane : Pipe Trailer Unit for Ministry of Electricity and Water. November 10. E.S.B. 32326/63.*

MALAYA

Sub-Station Equipment for Central Electricity Board. November 18. E.S.B. 31738/63.

MEXICO

Highways Construction Project for Ministry of Public Works. (Prequalification Information.) Closing date for prequalification December 10. Tender documents (in Spanish) available. E.S.B. 32048/63.*

MOROCCO

Pharmaceuticals for Pharmacie Centrale. November 27. E.S.B. 32966/63.*

NEW GUINEA

Diesel Generating Set for Commonwealth Department of Works. December 3. E.S.B. 32656/63.*

NEW ZEALAND

Raw Sewage Pumping Equipment for Auckland Metropolitan Drainage Board. December 4. E.S.B. 32395/63.*
Steel Towers for New Zealand Railways. November 18. E.S.B. 32678/63.*
General Post Office :
Microphones. November 21. E.S.B. 32968/63.*
Electric Fans. November 25. E.S.B. 32969/63.*

NICARAGUA

Cast-Iron Piping and Valves for Managua Water Company. November 20. E.S.B. 32612/63.

PAKISTAN

Construction of a Nuclear Power Plant for Rooppur Nuclear Power Plant. November 7. E.S.B. 32674/63.
Air Compressors for Water and Power Development Authority. November 7. E.S.B. 32684/63.
Directorate-General of Telegraph and Telephones :
Air-Conditioning Equipment. November 18. E.S.B. 32372/63.
Air-Conditioning Equipment. November 18. E.S.B. 32362/63.
Air-Conditioning Equipment. (Further Information.) Tender documents and drawings now available. E.S.B. 31489/63.*
Directorate of Supply :
Coal Tar Creosote. November 11. E.S.B. 32378/63.*
Edge Runner Grinding Mill. November 6. E.S.B. 32376/63.*
Telephone Set. November 6. E.S.B. 32379/63.*
Laboratory Equipment. November 4. E.S.B. 32356/63.*
Refrigerated Display Cabinets. November 4. E.S.B. 32359/63.*
Stereophonic Recording Apparatus; Electrical Equipment. November 11. E.S.B. 32360/63.*
Pentachlorophenol. November 7. E.S.B. 32345/63.*
Motor-Driven Planner and Moulder. November 7. E.S.B. 32375/63.*
Wood Preservative. November 5. E.S.B. 32357/63.*
Paper. November 5. E.S.B. 32346/63.*
Technical Institute Equipment. November 5. E.S.B. 32352/63.
Chemicals. November 4. E.S.B. 32348/63.*
Bitumen. November 25. E.S.B. 32349/63.*

PANAMA

Generators for Instituto de Recuros Hidraulicos y Electrificacion. January 8, 1964. E.S.B. 32988/63.*

PORTUGAL

Floating Crane for Lisbon Port Administration. December 4. E.S.B. 32329/63.

PORTUGUESE WEST AFRICA

Road Maintenance Apparatus for Junta Autonoma de Estradas. November 4. E.S.B. 32978/63.*

RHODESIA AND NYASALAND

Federal Tender Board :
Stationery. November 8. E.S.B. 32393/63.*
Dumpers; Rotary Compressors. November 8. E.S.B. 32394/63.*

SINGAPORE

Aerial Suspension Cable for Public Utilities Board. (Further Information.) Tender documents now available. E.S.B. 32273/63.*
Heat Engine Laboratory Equipment for Singapore Polytechnic. (Further Information.) Tender documents now available. E.S.B. 32229/63.*
Structural Steelwork for Singapore Harbour Board. November 29. E.S.B. 32675/63.

SOUTH AFRICA

Ambulances for Transvaal Provincial Tender Board. November 15. E.S.B. 32971/63.*
Blackboard Renovator for Cape Provincial Administration. November 11. E.S.B. 32909/63.*
South African Railways :
Bulk Cement Tank Wagons. Closing date not known. E.S.B. 32389/63.
Detergents. Apply by November 29. E.S.B. 32148/63.*

SOUTH VIETNAM

Booster Pumpsets for Central Purchasing Authority. November 27. E.S.B. 32623/63/D.L.F.*

SPAIN

Aircraft Landing Control Equipment for Air Ministry. November 14. E.S.B. 32611/63.

SUDAN

Sudan Railways :
Drilling Machine. December 3. E.S.B. 32927/63.*
Ice-Making Machine. November 20. E.S.B. 32926/63.*
Linseed Oil. November 14. E.S.B. 32620/63.
Pulley Blocks. November 21. E.S.B. 32929/63.*
Shaping Machine. November 26. E.S.B. 32928/63.*

TANGANYIKA

Textiles for Central Tender Board. November 15. E.S.B. 32695/63.*

THAILAND

Teleprinter for Telephone Organisation of Thailand. November 8. E.S.B. 32693/63.*
Transformers for Metropolitan Electricity Authority. December 6. E.S.B. 32698/63 (D.L.F.).
Tyres and Tubes for the Highways Department. November 8. E.S.B. 32694/63.
State Railways of Thailand :
Steel Rods. November 14. E.S.B. 32692/63.
Steel Flats. November 5. E.S.B. 32691/63.

TURKEY

Generator Sets for Allied Land Forces, South-eastern Europe. November 14. E.S.B. 32908/63.*
Telecommunication Equipment for P.T.T. Administration. (Further Information.) Closing date postponed to November 20. E.S.B. 20627/63.*
Turkish Maritime Bank :
Electric Motor. November 11. E.S.B. 32609/63.*
Radar Units. November 6. E.S.B. 32638/63.*
Converters. November 12. E.S.B. 32639/63.*
Towing Hook. November 11. E.S.B. 32640/63.*
Portable Radio-Telephones. November 8. E.S.B. 32977/63.*

(Agency and Export Opportunities, page 927)

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Agency and export opportunities, market surveys, etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4; (inquiries by telephone: City 5757, Ext. 427), on remittance of cash with order of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Afghanistan
Development projects. (E.S.B. 31876/63.)

All Countries
Successful bidders for overseas contracts. (E.S.B. 860/63.)

Australia
Agency inquiry for domestic appliances; electrical equipment, audio equipment and radios; tools; advertising novelties; toys; models. (E.S.B. 32161/63.)
Agency inquiry for hardware; kitchenware; toys. (E.S.B. 32044/63.)
Agency inquiry for antiseptics and disinfectant; detergents; glasses; soap; vinegar. (E.S.B. 32485/63.)
Agency inquiry for clothing; piece goods; shoes; beachwear. (E.S.B. 32481/63.)
Inquiry for caravan accessories; lacquers; panel work; putty; steel pressings; upholstery. (E.S.B. 31870/63.)
Inquiry for men's suitings. (E.S.B. 32483/63.)
Inquiry for electric light fittings; plastics heels for women's shoes; plastics injection machinery. (E.S.B. 30158/63.)
Economic report, September, 1963. (C.R.E. 6584/9.)

Austria
Agency inquiry for industrial raw materials. (E.S.B. 32025/63.)

Belgium
Agency inquiry for furnaces; handling and storage equipment; ventilation and dust removal plant; drying equipment. (E.S.B. 31998/63.)

Burma
Economic report, September, 1963. (C.R.E. 2161/60.)

Cambodia
Economic report, July-September, 1963. (C.R.E. 221/59.)

Canada
Agency inquiry for chain link fencing; hardware; metal pipes; reinforcing mesh; sanitary ware; steel. (E.S.B. 32129/63.)
Inquiry for plastics reinforced tubing. (E.S.B 26582/63.)

Ceylon
Agency inquiry for machinery for manufacturing vehicle components. (E.S.B. 8613/63.)
Inquiry for tube containers for toiletries; filling and packaging machinery. (E.S.B. 32058/63.)
Ceylon Trade, January-June, 1963. (C.R.E. 1403/60.)

Costa Rica
Inquiry for leather for shoes. (E.S.B. 32437/63.)
Inquiry for textiles; weaving and finishing machinery. (E.S.B. 32178/63.)

Denmark
Agency inquiry for furnishings. (E.S.B. 26993/63.)

Ecuador
Inquiry for domestic appliances; typewriters. (E.S.B. 32054/63.)

Finland
Agency inquiry for piece-goods. (E.S.B. 32070/63.)
Economic report, July-August, 1963. (C.R.E. 384/63.)

France
Agency inquiry for mechanical handling and lifting equipment; steel; tools, hand and machine; welding equipment. (E.S.B. 32541/63.)

Germany (Federal Republic of)
Agency inquiry for knitwear. (E.S.B. 32151/63.)
Agency inquiry for sheet metal cutters. (E.S.B. 32413/63.)
Inquiry for confectionery; delicatessen goods. (E.S.B. 32428/63.)
Economic report, October 7-12, 1963. (C.R.E. 1479/G.)

Greece
Inquiry for plant for lime kiln. (E.S.B. 32107/63.)

Ghana
Miscellaneous agencies. (E.S.B. 32091/63.)

Irish Republic
Agency inquiry for repair equipment for vehicle bodies. (E.S.B. 31527/63.)

Israel
Inquiry for machinery for manufacturing radiators. (E.S.B. 31859/63.)

Italy
Agency inquiry for cable presses; die casting machines; plastics injection moulding machines. (E.S.B. 35151/62.)
Agency inquiry for bakers. (E.S.B. 31526/63.)
Agency inquiry for fire fighting equipment. (E.S.B. 32512/63.)
Agency inquiry for money counting machines. (E.S.B. 31971/63.)
Agency inquiry for agricultural machinery. (E.S.B. 8302/63.)

Jamaica, British Honduras, Bermuda and the Bahamas
Economic report, July-September, 1963. (C.R.E. 3998/3/G.)

Kuala Lumpur
Agency inquiry for bacon. (E.S.B. 31183/63.)
Inquiry for petrol engines for lawn mowers. (E.S.B. 31989/63.)

Libya
Agency inquiry for foodstuffs; women's clothing; foundation garments. (E.S.B. 5957/63.)
Five-year development plan. (E.S.B. 32126/63.)

Netherlands Antilles
Agency inquiry for women's sportswear and beachwear; men's suits. (E.S.B. 31879/63.)

New Zealand
Agency inquiry for motor body materials and fittings. (E.S.B. 27489/63.)

North America
Visits of department store buyers. (E.S.B. 9038/63.)

Norway
Agency inquiry for suitings. (E.S.B. 31902/63.)

Pakistan
Collaboration – coconut processing plant. (E.S.B. 29760/63.)

Peru
Economic report, September, 1963. (C.R.E. 1086/63.)

Poland/Benelux
Trade Agreement. (C.R.E. 12295/G.)

Qatar
Inquiry for clothing. (E.S.B. 31903/63.)

Saudi Arabia
Inquiry for garage equipment. (E.S.B. 31984/63.)

South Africa
Agency inquiry for chess sets; chemistry sets; playing cards. (E.S.B. 32520/63.)
Livestock and livestock products in Swaziland. (E.S.B. 31882/63.)

Sweden
Agency inquiry for silk scarves. (E.S.B. 31898/63.)
Agency inquiry for textiles. (E.S.B. 31938/63.)
Inquiry for capacitor shells. (E.S.B. 32133/63.)

Switzerland
Agency inquiry for woodworking tools and machinery. (E.S.B. 32445/63.)
Manufacture under licence – machine tools; small locomotive components. (E.S.B. 31191/63.)

Syrian Arab Republic
Economic report, July-September, 1963. (C.R.E. 4116/63.)

Trinidad
Inquiry for sanitary ware; reinforcing rods; welded mesh; chain link fencing; suitings. (E.S.B. 31952/63.)

Trucial States
Inquiry for office equipment and furnishings. (E.S.B. 29591/63.)

Turkey
Economic report, August, 1963. (C.R.E. 115/63.)

Uganda
Agency inquiry for men's suits. (E.S.B. 32063/63.)

United States of America
Inquiry for hacksaw and bandsaw machines; marine engines. (E.S.B. 31983/63.)
Inquiry for china fancy items. (E.S.B. 37512/62.)
Inquiry for production and packaging machinery for bandages. (E.S.B. 32001/63.)
Inquiry for builders' hardware; carbide tools and dies (E.S.B. 31946/63.)
Inquiry for travelling rugs. (E.S.B. 32014/63.)
Manufacture under licence – gas vents; flexible connectors; ventilation equipment. (E.S.B. 32154/63.)

Uruguay
Inquiry for agricultural implements. (E.S.B. 31940/63.)

Venezuela
Inquiry for carpet wool. (E.S.B. 31872/63.)

Atlantic Underwater Testing and Evaluation Centre

The Bureau of Yards and Docks, Charleston Naval Base, South Carolina, have issued advance Notices of calls for tender for the construction of the Atlantic Underwater Testing and Evaluation Centre in the Bahamas. Plans and specifications will be issued on about November 8 and firms interested should write to the Director, South East Division, Bureau of Yards and Docks, Charleston Naval Base, Charleston, 12, South Carolina, U.S.A.

Cash register production lines at The National Cash Register Co. Ltd.'s factory at Dundee, where the firm already manufacture decimal versions of sterling machines for its export markets.

Recent export orders

United Kingdom firms are invited to send details of new export orders or contracts for publication on this page.

TV in Kuala Lumpur

Pye TVT Ltd., Cambridge, are installing a 5kW Band III 625 line television transmitter for Kuala Lumpur's first television service. Two Pye telecine units are to be installed in the studios and Pye are also supplying additional monitoring equipment.

Warehouse mechanisation in Switzerland

Fisher and Ludlow Ltd., Tipton, have obtained a £70,000 contract for the mechanization of one of the largest warehouses in Switzerland. It belongs to the Union of Eastern Swiss Agricultural Co-operative and will have a system incorporating Flowmaster indexing conveyor techniques.

Lorries for Far East

A repeat order from Bombay-Burmah Trading Corporation in Borneo calls for Hippo models with 200 h.p. diesel engines, tipping gear and dumper bodies. The order was placed with Leyland Motors Ltd. through Wallace Brothers Ltd. The Public Works Department in Kuching, Sarawak, has ordered a Hippo tractor model which will be used with a semi-trailer to carry equipment of up to 30 tons.

Buses for Singapore

A repeat order from the Sri Jaya Bus Company, Singapore, has been received by Leyland Motors Ltd. for 10 Tiger Club single deck bus chassis. These have 125 h.p. diesel engines mounted underneath the chassis.

Tractors for Germany

Orders worth more than £250,000 have been received by County Commercial Cars for their County Super 4 tyred tractor and a crawler model. Thirty Super 4 four wheel drive machines are to provide power units for a new German industrial loader. The other orders are from Norway, Austria, France, Italy, Belgium and the United States.

Overseas orders for plastics plants

A £40,000 order for plastics injection moulding machinery has been signed between Chemokomplex, the Hungarian state purchasing organization, and Peco Machinery Sales (Westminster) Ltd., a subsidiary of the Projectile and Engineering Co. Ltd. Peco have also received orders worth £25,000 from Australia, Denmark and Greece, and are also shipping £30,000 worth of machinery to Ghana and Nigeria.

Ammonia plant for Hungary

Humphreys and Glasgow Ltd., London, have been awarded a contract by Societe Belge de l'Azote et des Produits Chimiques du Marly for the design of a synthsis gas production plant in Hungary. The plant, to be built for Chemokomplex, Budapest, will produce 1¼ million cu. feet per hour of hydrogen and nitrogen.

Vehicles for Asia and Africa

Scammel Lorries Ltd., Watford, have received three orders together worth £7,000. One is a repeat order from Nigeria for five 12 ton, fifth wheel coupling semi-trailer chassis; another order is for two more 6 ton diesel engines Scarab tractor units with fifth wheel coupling for the new docks in Port Louis, Mauritius; and the third has been received from Borneo Motors, Malaysia for eight 8 ton, 20 foot semi-trailer chassis with M.H. automatic coupling gear.

Rolling mills for Australian mint

The Australian National Mint at Canberra has placed an order worth well over £250,000 with W. H. A. Robertson Ltd., Bedford, a TI company, for two rolling mills and associated equipment.

Slab milling in Yugoslavia

Slab milling equipment worth over £150,000 has been despatched by W. H. A. Robertson Ltd., Bedford, to Valjaonica Bakra, Sevojno, of Belgrade who will use it for milling brass and copper alloy slabs.

Dumptrucks orders

Twenty-seven SR 11¼ ton dumptrucks, valued at over £120,000, have been ordered from Aveling Barford Ltd., Grantham. Cambodia ordered five machines for the State Enterprise Department, and a contract was signed with the Philippine Republic where three SR will work on the Maria Cristina hydro-electric scheme. The Malayan Public Works Department are adding six units to their fleet of 25. A repeat order has been placed by the South African consortium of Roberts Construction Co., Rand Earthworks and Murray Stewart for railway construction work in Swaziland. Other overseas destinations are Spain (six machines) and Chile (two for Schwaeger Coal Co.).

European shipyards order propellers

Stone Manganese Ltd., London, of the Stone-Platt Group, have received orders in the past three months for ships' propellors to the value of over £500,000. Orders have come from Sweden, Denmark and Norway.

Welding positioner for India

One of the largest welding positioners made in Great Britain has been supplied to Heavy Electricals (India) Ltd. by Donald Ross and Partners Ltd., Crawley.

Lorries for Australia

Albion Motors, an associate of Leyland Motors Ltd., have taken lorry contracts from Australia worth some £1m. for 388 chassis, of which 120 are from the Chieftain range. The remainder consists of 108 Reiver and Super Reiver three-axled 125 h.p. models and 20 Clydesdale two-axled models with the same Leyland 0.400 diesel. Leyland's share of the orders consists of 96 of the 110 h.p. Comet and 20 Hippo and 8 Super Hippo.

Electrical equipment for Sardinia

Crompton Parkinson Ltd., London, have received an order from Sarda Mag for the supply of electrical equipment to the magnesite plant at Sant Antioco, Sardinia. The equipment comprises over 200 TEFC weatherproof, squirrel-cage and slip-ring induction motors together with single duct ventilated DC motors for the main kiln drives, and 3.3kV indoor metalclad switchgear. The plant was design-engineered and constructed by George Wimpey & Co. Ltd.

Durgapur expansion

Greaves Cotton & Crompton Parkinson Ltd., an associate company in India of Crompton Parkinson Ltd., London, has received a 'turnkey' contract valued at £1,200,000 from Hindustan Steel Ltd., for the electrical power distribution system in the expansion programme of their Durgapur Steelworks.

Electric motors for Greece

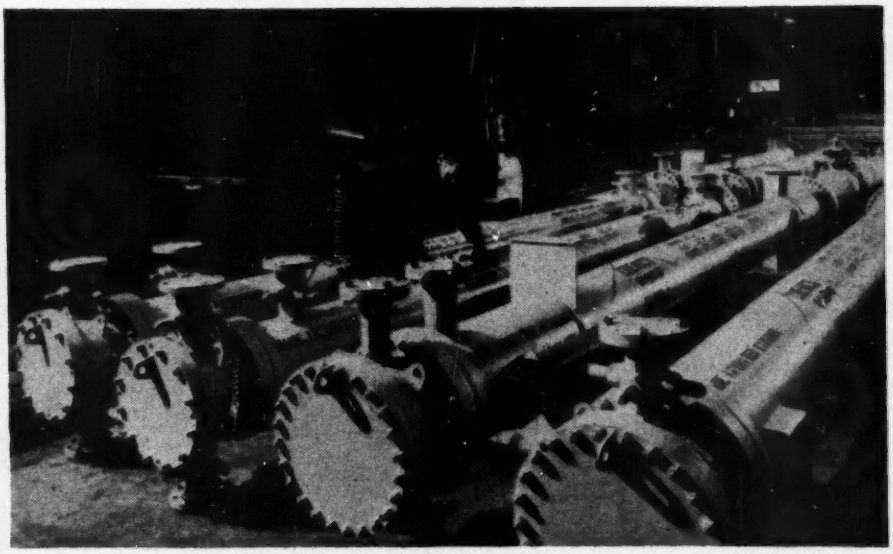
A £64,000 order has been received by Associated Electrical Industries Ltd., London, from Titan Cement Co. of Athens for 74 electric motors and their associate switch and control gear to be installed at their Thessaloniki works.

Slip-way equipment for Bahrain

A £15,000 order has been placed by agents in Bahrain of Associated Electrical Industries Ltd., London, for electrical equipment for a new slip-way installation.

Clamps for Formosa

Tespa Ltd., Sheffield, of the Simm Engineering Group, have secured the first order for their industrial pressure clamping system. The Chinese order, worth under £1,000, is for buckles and the tools to apply them.



Part of an order for ten mild steel vessels with stainless steel internals, fabricated by Steels Process Plants Ltd., Crown Works, Sunderland, as sub-contractors for Chemical Construction (G.B.) Ltd. The vessels are for The Fertilizer Corporation of India's new plant in Assam.

Export tours of U.K. businessmen

The United Kingdom businessmen listed below are among those who will be calling at H.M. Government's overseas posts during their current visits to export markets. Overseas officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London E.C.4. At the same time they are invited to send advance details of their overseas tours to the Editor for publication in the Board of Trade Journal.

South American sales tour

Mr. R. D. Henshaw, managing director of Eschmann Bros. & Walsh Ltd., is leaving London on November 11 for a tour of all countries in South America except Paraguay. His main responsibility will be to promote the sale of the surgical instruments and appliances manufactured by his company.

Chemicals for the Middle East

Mr. G. G. B. Wilkes, export sales manager of Albright & Wilson (Mfg.) Ltd., chemical manufacturers, is leaving the United Kingdom for a sales tour of the Middle East during November and December. He will be seeking to expand the market in Middle Eastern countries for industrial and fine chemicals in conjunction with new and established agents. Albright and Wilson already offer a range of industrial and fine chemicals to Middle Eastern industrial and pharmaceutical concerns and in particular have been supplying anti-corrosives for use in seawater distillation units throughout the area.

British aircraft spares in Latin America

Mr. R. A. Stoodley, a director and sales manager of Staravia Ltd., left London on October 14 for a tour of Latin America, during which he will establish or further the sales of aircraft spares made by his company.

Fact-finding tour of Middle East

Mr. K. A. Hawkes, joint export manager of Dodwell & Co. Ltd., is undertaking a tour of Middle Eastern countries including Lebanon, Iraq, Kuwait, Bahrain, Qatar, The Trucial States, Saudi Arabia, the Sudan and Libya. His object is to visit existing agents and to appoint new agents where necessary and to gain a first-hand impression of the conditions prevailing in the various countries. Dodwell & Co. Ltd. are general export agents who are engaged in strengthening their associations in the Middle East and elsewhere. Mr. Hawke's responsibilities will include general overseas export research on behalf of the company and its clients. He made a similar tour of Libya and Malta last year.

Caribbean sales promotion tour

Mr. B. M. Cloke, export sales manager of Carreras (Overseas) Limited, and Mr. A. A. Plant, the company's assistant export sales manager, left London early this month for Jamaica to begin a nine-week tour of South America and the Caribbean that will take them to the principal countries in the area. During their tour the two executives will study markets and sales promotion in the area as a whole.

Goodwill visit to Latin America

Mr. F. R. Mason, managing director of Associated Electrical Industries Export Ltd., left the United Kingdom on October 22 to make a general goodwill and fact-finding tour of Latin American countries. Mr. Mason, who is returning on November 28, will be visiting Mexico, Chile, Argentina, Brazil, Venezuela and Colombia.

Cryogenic vessels for Italy

Mr. William Edgeley, who recently joined W. P. Butterfield (Engineers) Ltd., as a technical representative with special responsibility for European sales of cryogenic vessels, is making a sales tour in Italy from November 4-8. He will be visiting industrial gas producers with whom Butterfields are already in touch and will be creating new contacts in this field.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from thisp oint of view.

Items which fall into this category will now be preGRed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that is the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Tariff changes

CHANGES HAVE BEEN made in the Australian Tariff affecting the rates of duty payable on certain ceramic flooring and wall tiles.

Full details of the changes will be published as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Tariff board inquiry

THE AUSTRALIAN MINISTER for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **emery stones, oilstones and whetstones.** (Tariff Item 261 (A) (3)).

This reference has been made as a result of representations by local manufacturers.

Details of the Tariff Item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
261	(A) (2) Polishing stones, whetstones, oilstones, hones and the like, of natural stone, of agglomerated natural or artificial abrasives, or of pottery, of the type used directly in the hand* *ad val.*	Free	12½%	12½%
	(3) Emery stones, oilstones and whetstones, not covered by paragraph (2) . *ad val.*	Free	12½% Primage Duty	12½%
	ad val.	5%	10%	10%
	* This item is shown for information only, it does not form part of the reference.			

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **November 11, 1963.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference No. C.R.E. 12645/63.

Special advisory authority inquiry result

A NOTICE WAS published in the *Board of Trade Journal* on October 11, (page 826) to the effect that a reference had been made to the Australian Special Advisory Authority in respect of: canned fish.

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations a temporary additional duty has been imposed as follows:

5d. per lb. when imported in the form of cutlets, chunks, flakes or solid pack.

These new duties apply to goods in transit without exemption. Further details will be published as soon as possible.

Note: Specific rates are quoted in Australian currency: £A125= £100 Sterling.

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

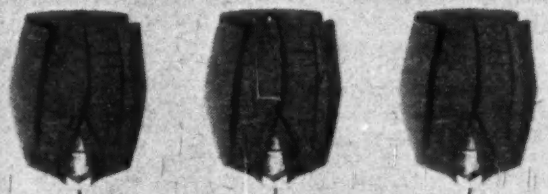
New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL MACHINES AND APPLIANCES, viz.: Motors, alternating current, up to 300 volts, 40-60 cycle, with sliding rotor, for use with self-contained automatic cone brake splined to the sliding shaft of the rotor . . .		
GERMICIDES: being surface-active preparations containing not less than 10% by weight of alkylaminoethyl derivatives of glycine	449 (A) (1)	Free
HAND TOOLS: Screwdrivers of the spiral ratchet type including bits, chuck adaptors and drill points designed exclusively for use therewith .		
PASSENGERS' PERSONAL EFFECTS, provided they are the passengers' own exclusive property, are or have been in his possession, are for his own use, and are not intended for gift, sale, exchange or trade, as follows: Portable gramophones, battery operated or spring wound	409 (A)	Free
Portable tape recorders or dictating machines, battery operated . . .		
Gramophone records		
Recorded tapes		
VEHICLE PARTS: The By-law relating to vehicle parts under Tariff Item 359 (D) (3) published in the *Board of Trade Journal* on May 24, 1963 (pages 1208-1209), is now amended: By adding to the Table of goods excluded the following: Brake boosters and by deleting from the Table of goods excluded the following: Brake boosters for trucks.		
The By-law relating to vehicle parts under Tariff Item 359 (E) (2), published in the *Board of Trade Journal* of May 24, 1963 (pages 1209-1210) is now amended: By adding to the Table of goods excluded, when imported separately or otherwise, the following: Brake boosters, brake cables, brake ropes, brake rods and brake rod pins and by deleting from the Table of goods excluded when imported not fitted to any other component, the following: Brake boosters, brake caoles, brake ropes, brake rods and brake rod pins, combined or separate.		

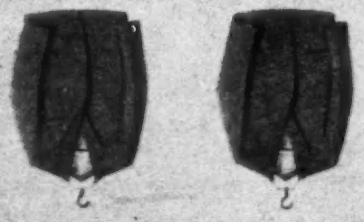
(*Continued on page* 933)

who's the oversea buyer who takes



£35,000,000

worth of British textiles



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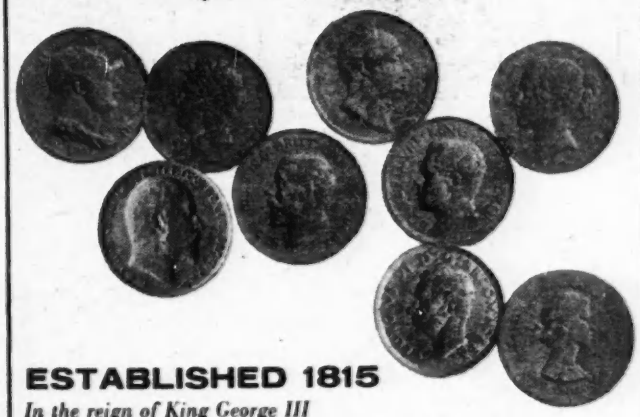

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,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	54 Merrion Street	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
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Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
WOVEN TEXTILE FABRICS:		
Of or in chief part by weight of cotton, bleached, not printed, otherwise classifiable under Tariff Item 464 (C) (4) (b) (1) or 464 (C) (4) (b) (4), for use otherwise than as bed sheeting or pillow casing or in the making up of bed sheets or pillow cases, under security	464 (C) (1) (d) (2)	¼d. per sq. yard or 5% *ad val.* whichever rate returns the lower duty.
Of or in chief part by weight of cotton, unbleached, not printed, otherwise classifiable under Tariff Item 464 (C) (4) (b) (1), as follows:		
52 inches and over in width, in the loom state and not subsequently processed in any way (i.e. prior to entry for home consumption)		
Under 52 inches in width, in the loom state and not subsequently processed in any way (i.e. prior to entry for home consumption), for use in the loom state as bed sheeting or pillow casing or in the making up of bed sheets or pillow cases, under security		
For use otherwise than as bed sheeting or pillow casing or in the making up of bed sheets or pillow cases, under security	464 (C) (1) (d) (3)	
Of or in chief part by weight of cotton, dyed or coloured, not printed, otherwise classifiable under Tariff Item 464 (C) (4) (b) (1) or 464 (C) (4) (b) (2), for use otherwise than as bed sheeting or pillow casing or in the making up of bed sheets or pillow cases, under security	464 (C) (1) (d) (1)	

Cancelled by-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

FILMS, sensitized, viz.:		
Coated on both sides with an emulsion, for offset printing	384 (A) (1) and 384 (A) (2)	3d. per sq. foot or 12½% *ad val.* whichever rate returns the higher duty. 4d. per sq. foot or 12½% *ad val.* whichever rate returns the higher duty.
Safety base, non-inflammable, of the type used in connection with photo lithographic printing and silk screen printing		
KINDERGARTEN MATERIALS for use in kindergarten teaching:		
Blocks, wooden, shaped, which can be assembled to represent the facade or general forms of buildings, in outfits, with or without spheres on stands representing trees:		
Workboards and wooden shapes pierced with holes, hammer and nails, in outfits	310 (B)	17½% *ad val.*
TEXTILE FABRICS, not otherwise classifiable under Tariff Item 482 (B):		
Cotton, uninked, in widths exceeding 12 inches, for use in the manufacture of inked ribbons of the type used in typewriters or other machines or instruments for the reproduction of letters, figures or characters, under security	464 (C)	Various
WOVEN TEXTILE FABRICS, of cotton or having a textile fibre content in chief part by weight of cotton, bleached, not printed, dyed or coloured, otherwise classifiable under Tariff Item 464 (C) (6) (a):		
Not being textile fabrics which the Minister has opted for classification under Tariff Item 464 (C) (5), for use as bed sheeting or pillow casing or in the making up of bed sheets or pillow cases, under security	464 (C) (6) (a)	7d. per lb. and 27½% *ad val.*

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
CALENDARS AND ALMANACS:		
In the form of a tea towel – as a tea towel	120 (C)	Various
INKS:		
Liquid, water colour (so-called), being a transparent liquid consisting essentially of a solution of a coal tar dyestuff (12% approx.) *Note:* 'Ecoline' liquid transparent water colour is covered by the above decision.	341	12½% *ad val.*
SURGICAL AND DENTAL AND VETERINARY INSTRUMENTS:		
Calipers, being orthopaedic appliances for preventing or correcting deformities of the body – as splints	419 (A)	Free
Joints, knee, for calipers		
TEXTILE FABRICS:		
Impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials, not covered by Item 471 and not being floor coverings:		
Foam or cellular coated	475 (D) (1)	To be dutiable at a rate ascertained by determining the rate of duty which would apply to the textile fabric (or if more than one textile fabric to the higher or highest rated textile fabric) if such were to be imported not foam or cellular coated.
Other	475 (D) (2)	Free

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

MALAYSIA (FEDERATION OF MALAYA)

Pioneer Industries Ordinance 1958

THE BOARD OF TRADE have been informed that the Government of the Federation of Malaya have announced that, subject to representations made in writing to the Minister of Commerce and Industry before November 9, 1963, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance 1958:

Industries	Products
(A) Chemical	(i) Calcium Cyanamide (ii) Melamine (iii) Polyethylene
(B) Timber Products	Plywood with treated surface

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the Federation of Malaya. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years depending on the amount of capital invested in the Federation.

All inquiries regarding this notice should be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2317), quoting reference CRE 1236/4/G.

GOA

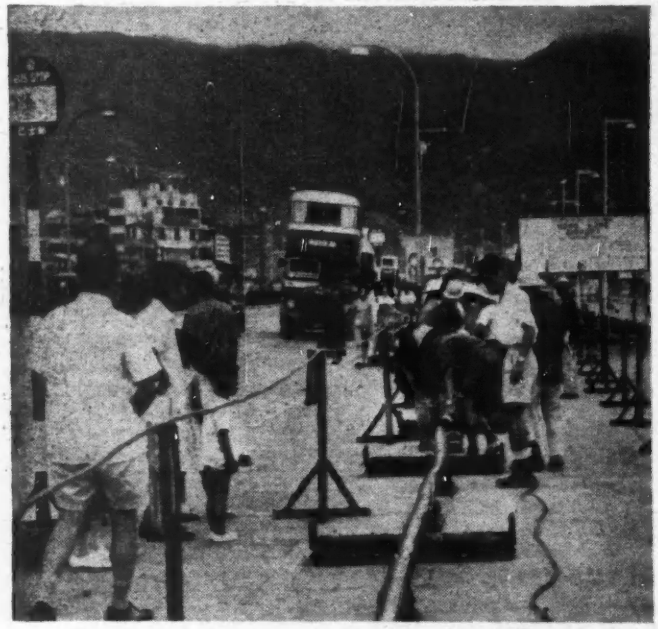
Import control

THE INDIAN GOVERNMENT announced on September 30 that the import control which at present exists in India will now come into full effect in Goa. Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Room 4110, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2785).

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.



The first 132 kV oil-filled cable to be installed in Hong Kong has been purchased by the China Light and Power Co. Ltd., from AEI Ltd. The cabling is part of a development programme to meet the anticipated load growth of some 80 MVA. within the next ten years in Kun Tong, an industrial area in Kowloon. AEI engineers and jointers and the Hong Kong firm's engineers are supervizing the general installation work and carrying out jointing and termination of the cables.

GHANA

Imports into Ghana—exchange control notice to banks

THE FOLLOWING ARE extracts from an Exchange Control Notice to Banks (reference BG/EC/10) issued in Ghana on September 28 to take effect on October 1, as amended by a letter from the Exchange Control Committee to the Banks (reference EC/BG/1960/149) dated October 11, 1963:

1. **Approval of application forms**
   Subject to the provisions of the following paragraphs, Authorized Dealers may approve applications on forms A.1 by residents of Ghana to make payments to persons resident outside Ghana for goods which have either been shipped or have already arrived in Ghana after July 4, 1961, in respect of:
   (a) goods of non-Ghanaian origin, and
   (b) goods previously exported from Ghana, provided that in addition to having inspected the normal supporting evidence (see below) the Authorized Dealer is satisfied that payment for the original export has already been received in the appropriate manner and that no restriction on payment is contained in the relevant Import Licence.

2. **Evidence required**
   Applications on forms A.1 must be supported by:
   (a) a valid Import licence (if a Specific Import licence is not required, the Authorized Dealer must be satisfied that the import is covered by an Open General licence and the relevant number quoted on the A.1 form) and
   (b) where the goods have been shipped but have not yet arrived in Ghana, the manufacturers' and suppliers' invoices, and the Bill of lading (or other document showing movement of the goods, e.g. parcel post receipt or air consignment note) or
   (c) where the goods have arrived in Ghana, the manufacturers' and suppliers' invoices and the Bill of lading (or if the goods were imported on a consignment basis – a certified true copy of the account sales), and the certified copy of the Customs Entry form which has been endorsed by Customs 'for Exchange Control purposes only', showing that the goods have been imported (or in the case of postal delivery – the Certified true copy of the parcel post delivery slip similarly endorsed or the receipt for duty paid on the goods or the portion of the wrapper showing the suppliers' Customs declaration) (or in the case of delivery of goods by air, air consignment note).

General instructions

3. Importers must ensure that the Customs Entry forms are submitted to the Authorized Dealers within 15 days after the goods have been cleared from Customs or port of destination or frontier station if goods shipped by overland route.
4. By manufacturers' invoices are meant invoices issued by the manufacturer, producer, or final processor signed and certified in accordance with the Ghana Customs Regulations provided that in the case of the Trade Pact Countries invoices issued by the State Foreign Trade Organizations may be acceptable.
5. Where it is impracticable to produce the manufacturers' invoice (see item 7 below for list of commodities for which it may be impracticable to produce manufacturer's invoices), a Banker's Certificate of value and invoice or stockist's invoice is acceptable for Exchange Control purposes.
6. In all cases Authorized Dealers must ensure that the payment terms indicated on the Specific import licence or otherwise in accordance with the appropriate method of payment described below are complied with. Transfers should also be endorsed on the specific import licences in question by Authorized Dealers. **In no circumstances** may Special Unnumbered Licences be accepted under Paragraph (2) (a) above because these do not allow the transfer of funds. Specific import licences must be endorsed showing the amount authorized on the form A.1 in payment for the goods, and brief details of the supporting documentary evidence submitted (see Paragraph (2) (a), (b) and (c) above) must be endorsed near the approval stamp of the Authorized Dealer in the space at the bottom of the form provided for this purpose. The supporting documents must also be endorsed by the Authorized Dealer showing that they have been utilized as the authority to allow payment under or within the terms of this Notice.

7. **List of commodities for which production of manufacturers' invoices may be impracticable**
   (1) Spare parts generally.
   (2) Bankrupt Stocks, job lots, and second-hand articles.
   (3) Steel products as contained in Section 67-69-71 of the Ghana Customs and Excise Classification List.
   (4) Petroleum products and allied chemicals.
   (5) Books and magazines.
   (6) Textiles except that
   (a) where final processor's invoices were available the importer must supply them;
   (b) where a merchant converter bought grey cloth from other sources and had it processed and printed, both invoices of the cost of the grey cloth as well as the processing costs must be given.

10. **Commission, freight, insurance, banking and finance charges**
   (a) Applications on form A.1 which include *buying commission* on the supporting invoices may be approved by Authorized Dealers, subject to the above conditions provided the rate of commission does not exceed 3 per cent of the F.O.B. cost of the goods. Similarly, applications (on form B.1) to pay commission not exceeding 3 per cent on imports separately from payments for the goods may be approved provided Authorized Dealers are satisfied from documentary evidence submitted to them that the commission payments are properly due that the rate of commission was declared to the Controller of Imports and Exports at the time the specific application was lodged with him and that there is a sufficient unutilized balance available to cover the remittance on the relevant import licence.
   (b) *Freight charges* on imports contracted on F.O.B. terms are normally paid to local shipping agents whose applications on

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff, Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

form B.1 for approval for transfers to their overseas principals may be approved by Authorized Dealers provided they are satisfied from the documentary evidence (e.g. bills of lading and freight debit notes) that the payments are properly due.

(c) *Insurance* on all goods shipped to Ghana on F.O.B. or C. and F. terms should be arranged in Ghana currency. Where Insurance cannot be covered locally applications (on form B.1) for transfer of insurance premiums to overseas insurance companies must therefore be submitted to the Exchange Control for consideration, accompanied by the insurance premium debit note and explanation in writing why insurance cover in Ghana cannot be obtained, duly endorsed by the Ghana Insurance Consultative Committee also to that effect.

(d) *Interest* on acceptance Bills at the usual commercial rate prevailing in the country of origin of the goods or from which finance has been provided up to a limit of 6½ per cent per annum may be approved by Authorized Dealers without prior reference to the Exchange Control provided they are satisfied that the acceptance terms were declared to the Controller of Imports and Exports at the time Import Licence was applied for and the Licence is endorsed accordingly.

(e) *Normal Bank charges*, payable to overseas banks in respect of import payments may be added to the manufacturers' and suppliers' invoices when applications are approved by Authorized Dealers on forms A.1 or may be approved on forms B.1 when a separate remittance to an overseas bank is arranged, provided that in both cases the total of the bank charges and buying commission does not exceed 4 per cent of the C.I.F. value.

(f) Acceptance Bills paid before

Where drawees of interest bearing bills covering goods imported into Ghana from non-clearing currency countries, pay such bills before maturity at a rebate, Authorized Dealers must refer to the Exchange Control for authority to remit the proceeds if the Exchange Control decide to delay the remittance of the net proceeds of such bills until the date of maturity, arrangements will be made by the Bank of Ghana for the additional interest due on such bills to be borne by the Bank of Ghana provided that the Collecting Bank or Authorized Dealer concerned deposits the proceeds with the Bank of Ghana which will guarantee the provision of foreign currency to meet both the principal and interest due on such bills commencing 7 (seven) days after date of receipt of the deposit by the Bank.

Authorized Dealers must credit the Bank of Ghana with the net proceeds of such bills under advice on the same day payment was effected by the drawee. In the case of up-country branches advice of such credits should be routed through their Head Office in Accra preferably by telephone and the cost recovered from the drawee.

11. **Reference of applications to the Exchange Control**

Applications on form A.1 which do not comply with the above requirements must be referred to Exchange Control for consideration. Applicants may be informed, however, who wish to remit payment prior to the despatch of goods by the Suppliers that Exchange Control is unlikely to approve such transfers. Such applicants should therefore be advised to establish documentary letters of credit if a guarantee is required by the overseas suppliers that payment will be made for the goods.

Authorized Dealers must not remit Buying Commission (or interest) within the terms of this Notice unless the Specific Import Licence covering the importation of the goods has been endorsed by the Exchange Control with a clause authorizing such remittance.

(Authorized Dealers must not approve applications in respect of payments for imports other than against documents or evidence of imports as specified above).

12. **Marking of documents**

All documents submitted in support of applications must be marked by Authorized Dealers approving the form A.1 to show that payment has been made. Specific Import Licences and the Customs Entry forms must be endorsed with details of the remittances approved.

N.B.

With effect from January 1, 1964, Authorized Dealers are not empowered to approve without prior reference to the Exchange Control applications on form A.1 for payment of goods shipped on or after that date, the documents of title to which were not routed for collection through them.

Notice BG/EC/10 issued on February 28, 1962, is hereby cancelled.

The full text of the Notice and specimen of the Banker's Certificate referred to in paragraph 5 can be seen on reference to Export Services Branch, Board of Trade, Room E.48, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472 or 473).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published three times a week, with a weekly supplement, by the Export Services Branch of the Board of Trade.*

Notice to importers

NOTICE TO IMPORTERS No. 234 published in the *Ghana Commercial and Industrial Bulletin* October 11, informs importers that applications may be submitted for import licences for the undermentioned items originating in any country, except those covered by Notices Nos. 146 and 152, for the period January-December, 1964. This replaces Notices to Importers Nos. 224, 225, 228 and 229 published in the *Commercial and Industrial Bulletin* No. 44 of September 27, 1963.

Item No.	Items	Closing Date for Applications
121-(010-090)	Tobacco (unmanufactured)	October 21, 1963
042-(100-200)	Rice	October 21, 1963
061-(210-220)	Sugar (cube)	October 21, 1963
061-(210-220)	Sugar (granulated)	October 21, 1963
022-(100-300)	Milk	October 21, 1963
046-(100-200)	Flour	October 21, 1963
841-(300-600)	Clothing new (shirts, underwear, skirts, blouses *only*)	October 30, 1963
851-(002)	Footwear	October 30, 1963
652-653	Textiles	October 30, 1963
841-222/4	Headties and scarves	October 30, 1963
732-110-160-170	Road motor vehicles	November 8, 1963
732-200-310-320-400	Road motor vehicles	November 8, 1963
732-500	Road motor vehicles – tractors	November 8, 1963
732-600-800	Chassis with engines, bodies, chassis frames for motor vehicles assembly	November 8, 1963
732-800	Motor vehicles spare parts	November 8, 1963
729-410-420	Motor vehicles spare parts (electrical)	November 8, 1963
732-902-905	Scooters, motor cycles, and their spares	November 8, 1963
733-110-400	Bicycles, trailers and other vehicles not motorized and invalid carriages	November 8, 1963
711-719	Machinery other than electric	November 8, 1963
722-729	Electric machinery, apparatus and appliances	November 8, 1963
629-(110-180)	Outer covers and inner tubes for motor vehicles	November 8, 1963
533-310	Enamel paints (car paints *only*)	November 8, 1963
554-300	Wax based polishes (for cars)	November 8, 1963
694-210	Nuts, bolts, screws of iron and steel (parts of motor vehicles)	November 8, 1963

Applications must reach the Controller of Imports and Exports on or before the date indicated against each item.

Full details of the provisions of this notice may be obtained from Export Services Branch. (Tel. City 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R 1506 and R 1507 published in the Republic of South Africa *Government Gazette* of October 4, set out the following amendments to the Customs Tariff with effect from that date. The United Kingdom pays the intermediate rate of duty unless otherwise stated.

G.N. No.	Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
			Cents	Cents	Cents
R.1506	76	COTTON:			
		(6) Woven fabric in the piece not being blanketing, or canvas provided for under Item 75 (1), containing 50% or more by weight of cotton:			
		(a) the free-on-board price of which does not exceed 20 cents per yard:			
		(viii) printed, other than included elsewhere in this item:			
		(A) of a free-on-board price not exceeding R1·10 per lb. by weight of material, but excluding indigo blue discharge prints and fabrics raised on one or both sides	5%	10% or	—
		per yard	Free	1½ whichever duty is the greater, and in addition,	10 shall be
		per yard	5 less 10% (U.K.)	5 less 10%	—
		By the deletion in sub-paragraph (6) (a) (viii) (A) of the words 'and fabrics raised on one or both sides'.			
		(B) raised on one or both sides of a free-on-board price not exceeding 80 cents per lb. by weight of material.			
		By the deletion of sub-paragraph 6 (a) (viii) (B).			
		(ix) raised on one or both sides provided there is incorporated in its construction not less than 30% by weight of coloured yarns in such a way as to form stripes in the warp, but excluding winter sheeting:			
		By the deletion of sub-paragraph (6) (a) (ix.).			
		(b) the free-on-board price of which exceeds 20 cents per yard:			
		(ix) printed, other than included elsewhere in this item			
		(A) of a free-on-board price not exceeding R1·10 per lb. by weight of material, but excluding indigo blue discharge prints and fabrics raised on one or both sides			
		per yard	—	7 less 10%	10
		By the deletion in sub-paragraph (6) (b) (ix) (A) of the words 'and fabrics raised on one or both sides'.			
		(B) raised on one or both sides of a free-on-board price not exceeding 80 cents per lb. by weight of material;			
		(C) raised on one or both sides of a free-on-board price exceeding 80 cents per lb. by weight of material.			
		By the deletion of sub-paragraphs (6) (b) (ix) (B) and (C).			
		(x) raised on one or both sides provided there is incorporated in its construction not less than 30% by weight of coloured yarns in such a manner as to form stripes in the warp, but excluding winter sheeting.			
		By the deletion of sub-paragraph (6) (b) (x).			
	78	MAN-MADE FIBRES:			
		(6) Fabric in the piece (except blanketing, canvas provided for in Item 75 (1) and fabrics provided for elsewhere in this item) containing more than 50% by weight of rayon or cellulose acetate or mixtures thereof:			
		(c) woven, unprinted, but excluding those provided for in sub-paragraphs (a) and (b):			
		(iv) raised on one or both sides provided there is incorporated in its construction not less than 30% by weight of coloured yarns in such a manner as to form stripes in the warp, but excluding winter sheeting.			
		By the deletion of sub-paragraph (6) (c) (iv).			
		(d) Other – woven:			
		(ix) printed:			
		(A) of a free-on-board price not exceeding R1·10 per lb. by weight of material but excluding indigo blue discharge prints and all napped or raised and plush or pile fabrics	5%	5% or	10%
			Free	2½ less 10% whichever duty is the greater, and in addition,	10 shall be
		per yard	6½ less 10% (U.K.)	6½ less 10%	—
		By the deletion in sub-paragraph (6) (d) (ix) (A) of the words 'napped or raised and'			
R.1507	74	By the substitution, for the item, of the following item			
		74 (1) Fishing nets:			
		(a) trawl nets and drag nets including seine nets	—	Free	—
		(b) lobster nets	—	15% with a minimum of	—
		each		15 cents	
		(c) other	—	20%	—
		(2) Floats other than of cork	—	Free	—
		(3) Fishing buoys and anchors therefor	—	Free	—
	97	By the addition, after paragraph (10), of the following paragraph:			
		(11) Power-driven hoisting blocks specialized for lifting seine nets	—	Free	—
	205	(1) (b) Bars, rods and blocks of artificial or synthetic resin, compounded with fibre or fabric	—	Free	—
		By the insertion, in sub-paragraph (1) (b), after the word 'rods' of the word ', tubes':			
		(1) (e) Plastic tubing	—	20%	—
		By the insertion, in sub-paragraph (1) (e), after the word 'tubing,' of the expression n.e.e.			
	263	By the substitution, for the item, of the following item:			
		263 (a) Boxes, of wood, empty or in shooks	—	20% with a minimum of	—
		per 165 cu. ft.	—	600	—
		(b) Fruit punnets	—	Free	—

Government Notice R 1506 also provides for the following amendments to the 'General Note' to the Customs Tariff.

PARAGRAPH (23) (a) – 'Calico' means plain unprinted*, unbleached, loomstate, calendered, brushed, cropped, scoured, bleached, dyed, glazed, mercerized or shrunk materials manufactured in a plain weave with single or double ends or a combination of single and double ends from single or plied yarns or a combination of single and plied yarns with a composition of 50 per cent, or more by weight of cotton, but excluding:

(4) fabric raised on one or both sides provided there is incorporated in its construction not less than 30 per cent by weight of coloured yarns in such a manner as to form stripes in the warp.

By the deletion of sub-paragraph 4 of paragraph (23) (a).

PARAGRAPH (23) (b) 'Drill, 'Twill' and 'Sateen' mean plain unprinted*, unbleached, loomstate calendered, brushed, cropped, scoured, bleached, dyed, glazed, mercerized or shrunk materials manufactured in a twill or sateen weave, with a composition of 50 per cent or more by weight of cotton, but excluding:

(4) fabric raised on one or both sides provided there is incorporated in its construction not less than 30 per cent by weight of coloured yarns in such a manner as to form stripes in the warp.

By the deletion of sub-paragraph 4 of paragraph (23) (b).

* **(Note:** The term 'plain unprinted' includes material printed on the reverse side only and also material printed on either side with fugitive colours or dyes.)

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Definition of manufactures of a particular territory

DETAILS WERE GIVEN in the *Board of Trade Journal* of March 29, 1963 (page 741) of South African Government Notice No. R 374. Government Notice No. R 1512 published in the Republic of South Africa *Government Gazette* of October 4, repeals that Notice and states that the following goods, classifiable under the tariff items indicated, shall not be regarded as having been produced or manufactured in any particular territory, unless the spinning, weaving and printing processes were performed in that territory.

Tariff Item	Goods
76 (6) (a) (viii) (A) 76 (6) (b) (ix) (A)	Printed woven fabrics in the piece, containing 50% or more by weight of cotton, of a free-on-board price not exceeding R1·10 per lb. by weight of material, excluding indigo blue discharge prints.
78 (6) (d) (ix) (A)	Printed woven fabrics in the piece, containing more than 50% by weight of rayon or cellulose acetate or mixtures thereof, of a free-on-board price not exceeding R1·10 per lb. by weight of material, excluding indigo blue discharge prints, and all plush or pile fabrics.
78 (7) (a) (v) (B)	Printed woven fabrics in the piece, containing more than 50% by weight of man-made fibres other than rayon or cellulose acetate, of a free-on-board price not exceeding R1·10 per lb by weight of material, excluding indigo blue discharge prints.
80 (4) (a) (vi) (A)	Printed woven fabrics in the piece, containing in their composition cotton or man-made fibres or mixtures thereof, in respect of which no single fibre is taken separately, or rayon and cellulose acetate or wool and hair taken together, exceeds 50% by weight, except in the case of cotton which shall consistute less than 50% by weight, of a free-on-board price not exceeding R1·10 per lb. by weight of material, but excluding indigo blue discharge prints.

Rebate of duty for manufacturing purposes (i)

GOVERNMENT NOTICES Nos. R 1508 and R 1509 published in the Republic of South Africa *Government Gazette* of October 4, amend the Second Schedule of the Customs Tariff as follows:—

Tariff Item	Article	Duty Rebated as under
	G.N. 1508	
491	*Industry for the Manufacture of Clothing other than Shirts, Collars, Pyjamas, Nightdresses, Knitted Apparel, Waterproof Clothing and Clothing of Real or Imitation Fur:* By the deletion, in sub-paragraph (ix) of paragraph (1) (a), of the expression, ', raised fabrics' wherever it appears.	
493	*Shirt, Collar and Pyjama Suit Manufacturing Industries:* By the deletion, in paragraph (3), of the expression ', raised 'fabrics' where it appears in brackets, and of the words ; printed raised woven fabric in the piece, not being blanketing, containing 50% or more by weight of cotton, the free-on-board price of which exceeds 20c. per yard and 80c. per lb. by weight of material'. By the deletion, in paragraph (4), of the expression ', raised fabrics' where it appears in brackets, and of the words ', and printed raised woven fabric in the piece, not being blanketing, containing 50% or more by weight of cotton, the free-on-board price of which does not exceed 20c. per yard of 30 inches wide and 80c. per lb. by weight of material'. By the substitution, for paragraph (7), of the following paragraph: (7) Printed woven fabrics of a free-on-board price not exceeding R1·10 per lb. by weight of material (other than indigo blue discharge prints, blanketing, canvas of a weight per square yard of more than 10 ounces and fabrics with a permanent embossed finish): (a) Containing 50% or more by weight of cotton, of a free-on-board price exceeding 20c. per yard . .	The whole duty.
	(b) Containing more than 50% by weight of rayon or cellulose acetate or mixtures thereof . . .	The whole duty.
	By the deletion, in paragraph (17), of the expression, '-', raised fabrics' where it appears in brackets, and of the words ': and printed raised woven fabric in the piece, not being blanketing, containing 50% or more by weight of cotton, the free-on-board price of which does not exceed 20c. per yard and exceeds 80c. per lb. by weight of material'.	
507	*Nightdress Manufacturng Industry:* By the deletion, in paragraph (3), of the expression ', raised fabrics' where it appears in brackets, and of the words '; printed raised woven fabric in the piece, not being blanketing, containing 50% or more by weight of cotton the free-on-board price of which exceeds 20c. per yard and 80c. per lb. by weight of material'. By the substitution, for paragraph (4), of the following paragraph: (4) Printed woven fabrics of a free-on-board price not exceeding R1·10 per lb. by weight of material (other than indigo blue discharge prints, blanketing, canvas of a weight per square yard of more than 10 ounces and fabrics with a permanent embossed finish: (a) Containing 50% or more by weight of cotton .	The whole duty.
	(b) Containing more than 50% by weight of rayon or cellulose acetate or mixtures thereof . . .	The whole duty.
	By the deletion, in paragraph (15, of the expression ', raised fabrics' where it appears in brackets, and of the words '; and printed raised woven fabric in the piece, not being blanketing, containing 50% or more by weight of cotton, the free-on-board price of which does not exceed 20c. per yard and exceeds 80c. per lb. by weight of material'.	
	G.N. 1509	
829	By the substitution, for the heading to the item, of the following heading: 829 *Sports, Athletic and Gymnastic Goods Manufacturing Industry:* By the addition, after paragraph (4), of the following paragraph: (5) Woven fabrics containing more than 50% by weight of man-made fibres (other than rayon or cellulose-acetate), weighing more than 3½ ounces per yard and of a free-on-board value exceeding 54c. per yard, for the manufacture of trampolines .	The whole duty less *ad val.* 10%.

Rebate of duty for manufacturing purposes (ii)

GOVERNMENT NOTICES R 1570–1573 inclusive, published in the Republic of South Africa *Government Gazette* of October 11, amend the Second and Third Schedules of the Customs Tariff as follows:

G.N. No.	Tariff Item	Article	Rebate of Duty	Refund of Duty
		Second Schedule		
R.1570	493	*Shirt, Collar and Pyjama Suit Manufacturing Industries:* By the addition, after paragraph (17), of the following paragraph: (18) Knitted fabrics in the piece, containing more than 50% by weight of man-made fibres (excluding rayon or cellulose acetate or mixtures thereof and polyamide or polyester or mixthereof) for the manufacture of shirts	The whole duty less *ad val.* 10%.	
R.1571	491	*Industry for the Manufacture of Clothing other than Shirts, Collars, Pyjamas, Nightdresses, Knitted Apparel, Waterproof Clothing and Clothing of Real or Imitation Fur:* (6) Paste paint for the silk screen process. By the deletion of paragraph (6).		
	591	*Printing, Lithographic, Bookbinding, Ink and Roller Composition Manufacturing Industry:* By the addition after paragraph (22) of the following paragraph: (23) Paste paint for the silk screen process	To the extent of the intermediate duty.	
		Third Schedule		
R.1572	966	Material or articles used in the manufacture, processing or packing of goods in the Republic, as specified hereunder, on exportation of such goods: (a) to territories other than Basutoland and the Protectorates of Bechuanaland and Swaziland. By the substitution, for sub-paragraph (76) of paragraph (a), of the following sub-paragraph: (76) textile fabrics backed with foam plastic or coated or impregnated with cellulose derivatives or with other artificial plastic materials, used in the manufacture of clothing		The whole duty.
R.1573	966	By the addition, after sub-paragraph (76) of paragraph (a), of the following sub-paragraph: (77) woven fabric containing more than 50% by weight of jute, or of jute and hemp mixed, used in the manufacture of bags .		The whole duty.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 2410, *Board of Trade, Horse Guards Avenue, London, S.W.*1 (*Tel. Trafalgar* 8855, *Ext.* 2192). *Telegrams and cables should be addressed 'Boneblack, London.'*

SOUTH AFRICA, continued

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 352, published in the Republic of South Africa *Government Gazette* of October 11, states that the Board of Trade and Industries has received an application for the withdrawal of rebate facilities on

Frames, metal and other.

Hoops and hooping of metal.

Handles, wire rings, D-rings and squares, hinges, outside and inside corners, corner brackets, trunk and suitcase bumpers, trunk handle loops, of metal.

Bifurcated rivets.

Metal strip in rolls or coils – as provided for under tariff item 541 (1) for the industry manufacturing articles such as leatherwork, bags, travelgoods, leggings, belts, straps and harness and saddlery, of leather or substitutes for leather, and trunks of any material.

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention, but if any British interests affected should consider that they have evidence on the matter not likely to be available to the South African industries concerned which they would wish to lay before the South African Board of Trade and Industries, they should communicate with the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 12611/63.

SIERRA LEONE

Applications for import licences, 1964

GOVERNMENT NOTICE NO. 995 published in the *Sierra Leone Gazette* October 3, invites applications from importers for goods for which specific import licences are required. In the case of goods which originate in the United Kingdom those for which specific import licences are required, were included in the Schedule of Exceptions to the Open General Licence No. 1 of 1963 published in the *Board of Trade Journal*, April 12, 1963 (page 866).

It is requested that applications should be submitted before October 31.

Full details of the provisions of this notice may be obtained from Export Services Branch (Tel. City 5757, Ext. 472).

Amendments to customs tariff

THE SIERRA LEONE CUSTOMS TARIFF (Amendment) (No. 4) Order, 1963, published in a supplement to the *Sierra Leone Gazette* dated October 3, amends the Third Schedule (Export Duties) of the Customs Tariff with effect from September 18. Items 1 and 5 of that Schedule are revoked and replaced by the following:

Item No.	Goods	Duty
1	Palm kernels	10% *ad val.*
5	Cocoa	10% *ad val.* with an additional 1% for every £10 by which the value exceeds £200 per ton.

IRISH REPUBLIC

Import of raw tomatoes

AS FROM October 19, licences will no longer be required in the Irish Republic for the import of raw tomatoes under the Tomatoes (Regulation of Import) Order, 1948. (This cancels the notice published in the *Board of Trade Journal* of May 31, page 1271.

Licences under the Colorado Beetle Order, 1945, and the Foot and Mouth Disease (Importation of Plants) Order, 1952, will continue to be required.

EUROPEAN ECONOMIC COMMUNITY

Tariffs in the European Economic Community

THE *Journal Officiel des Communautes Europeennes* dated October 5 contains the texts of decisions taken by the Council of the European Economic Community temporarily suspending or reducing the Common Tariff for the following items:

Tariff Heading	Description of Goods	Common Tariff
17.03 B IV	Molasses, whether or not decolorized: Other: Not specified	Total suspension until Oct. 31, 1963.
29.35 ex O	Heterocyclic compounds, including nucleic acids: Other: γ-Picoline	6% until Dec. 31, 1963.
ex 29.38	Provitamins and vitamins, natural or reproduced by synthesis, including concentrates and intermixtures, whether or not in any solvent: Crude cobalamins obtained directly by concentrating fermentation liquors and containing not more than 10 mg. of vitamin B12 per cubic centimetre	4% until Dec. 31, 1963.

FRANCE

Global quota for seed potatoes

THE FRENCH *Journal Officiel* of October 12 published further details of the global quota for the import of seed potatoes under Tariff heading 07-01 AIa, announced in the *Journal Officiel* of October 2 and published in the *Board of Trade Journal* of October 11.

Import licence applications should be lodged with the Bureau des fruits et legumes, Sous-direction des produits vegetaux (direction generale de la production et des marches, Ministere de l'agriculture), 3, rue Barbet-de-Jouy, Paris 7. They should relate to the following varieties of potato:

Early potatoes: Asoka, Bea, Carla, Climax, Esterling, Ideaal, Ostara, Primura, Roode Esterling.

Flowery potatoes: Ambassadeur, Ultimus, Maritta, Kotnov, Panther.

Each application may cover 230 metric tons only.

Imports of all potatoes must comply with the health regulations laid down.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

FEDERAL REPUBLIC OF GERMANY

Assimilation levies on biscuits and wafers reintroduced

BY AN ORDER dated October 9 the Federal German Government has reintroduced assimilation levies on certain classes of biscuits and wafers. The new rates are as follows:

Biscuits and wafers (unsweetened) of Tariff No. 19.08	Rate per 100 kg.
(1) With wheat meal content of 50% to 71%	DM 1·14
(2) With wheat meal content exceeding 71%	DM 4·54

All other goods listed under this tariff number remain exempt.

Inquiries regarding this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E37, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449).

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UNITED STATES

New edition of 'Exporting to the United States'

THE 1963 edition of 'Exporting to the United States' including legislative and administrative changes in United States customs practice which have taken place during the past five years, issued by the United States Customs and superseding the 1958 edition, is now available.

In view of the limited supply of this booklet, a few copies for reference purposes will be made available to the Board of Trade, Federation of British Industries, Association of British Chambers of Commerce, National Association of British Manufacturers, Western Hemisphere Exports Council and the Institute of Export. Copies may also be obtained from H.M. Stationery Office at the price of 4s. 6d. a copy plus 9d. postage.

Organizations who may wish to reproduce the booklet, in whole or in part, are at liberty to do so. Use by such organizations of their names, insignia or other data on the reprints is permissible. The office of the Customs Attache, United States Embassy, London, W.1, would like to receive two copies of each initial reprint that is published.

CANADA

'Made in Canada' ruling

THE FOLLOWING is a repetition but with footnotes of the 'Made in Canada' ruling which was published in the *Board of Trade Journal* of October 18, page 889.

Of 'a class or kind made in Canada'

Self-contained Combination Heating and Cooling Air Conditioners incorporating oil or gas fired burners, up to and including 20 h.p.

Note:

When this ruling becomes effective, the reference to Self-contained Air Conditioners in Memorandum D51-9 dated March 25, 1963, will be superseded and the following Air Conditioners will be held to be of a class or kind made in Canada:

(1) Self-contained Air Conditioners, up to and including 2 h.p. rating, designed for ductless installation through windows or walls.

(2) Self-contained Air Conditioners, generally known as 'packaged' units, with or without heating capabilities, up to and including 20 h.p.

(3) Remote Type Room Air Conditioners, designed for installation in the rooms of hotels, office buildings, etc., which are air conditioning units containing coils, filters, motors and fans to circulate from a remote central source.

(Ruling effective November 12, 1963)

The above information is contained in Canadian Department of National Revenue memorandum, Series D51-9-2, dated October 10, 1963.

PORT OF SPAIN—TRINIDAD

New Bonding system

EXPORTERS to Trinidad may be aware that a new system of bonding cargo was put into operation in May 1963 by the Port of Spain, Port Authority and the Customs and Excise for a trial period of three months.

The object was to assist importers in getting their goods bonded within 10 days and thereby avoiding heavy Port warehouse rent which is charged from the eleventh day onwards. The trial period has now expired but the new system is being continued.

MEXICO

Tax exemptions for new industries

THE MEXICAN *Diario Oficial* of July 18, 1963 published a General Declaration under the Law for the Encouragement of New and Necessary Industries granting tax exemptions for the manufacture of all types of watches. These are declared to be new secondary industries which contribute to the economic integration of the country. Exemptions will be granted for five years.

Exemptions from payment of import duties (100 per cent), stamp tax (100 per cent), sales tax (100 per cent) and income tax, Schedule II (20 per cent on the rent tax) will be granted to interested firms subject to their compliance with the following requirements:

(a) They must maintain the capital structure of their company in

(*Continued on next page*)

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such a form that it does not affect the net balance of payments of the country by the exportation of foreign exchange in the form of royalties, technical services, patent rights, interests, etc.

(b) Payments abroad in connexion with the purchase or use of patent rights, trade marks, technical assistance, etc., whether in the form of royalties, participation in production, sales or profits, in interests or under other names, whether in cash, in stocks or in credit, will be limited to the percentage of sales which the Mexican authorities shall determine.

(c) The employment of foreign personnel is limited to one individual and to the first year of the concession, for direct productive activities; foreign personnel may be employed in other activities for not more than two years. Any foreigners employed are required to train at least two Mexicans to take over their duties when the period of their employment expires.

(d) Total payments to foreign personnel in respect of salaries, honoraria, bonuses, services, etc. must not exceed 18 per cent of the total wage bill for all personnel engaged in the activities for which the exemptions are granted.

(e) The firm must comply with the standards of quality which the Mexican authorities may issue.

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PERU

Import duties increased

THE SPECIFIC import duties payable on the following items of the Peruvian Customs Tariff have been increased to the amounts shown, *with effect from December* 18, 1963. The *ad valorem* duties payable on many items imported into Peru are not affected by these increases.

Item	Description	Duty (in Soles per Kilo gross)
1051	Turkey-red oil	3·00
1052	Wood acid (acido-leño) oil and sulphonated oils and fats in general, n.s.m.	3·00
1053	Water softeners, detergents, de-gumming, humidifying, smoothing, and other similar products based on sodium phosphate, synthetic and other organic products for use in washing and preparation for dyeing of various textile fibres	0·38
1053 A	. . . the same, based on sulphonated or emulsified oils (new sub-heading)	3·00
2375	Tubes and pipes of non-malleable cast iron for water supply and outflow, up to 4 in. interior diameter, including their union joints	2·00
2375 A	. . . the same, but measuring over 4 in. interior diameter including their union joints	0·09

ECUADOR

Import control changes

THE FOLLOWING amendments have been made to the Ecuadorean Import Lists:

Add to Import List II:

Item 77 (only soya flour for the manufacture of foodstuffs for poultry and livestock, subject in every case to the prior authority of the Ministry of Development).

Amend on List II:

Item 566 (b) (2) to read:- 566 (b) (2) (except those of a thickness of 4 mm.)

Item 566 (b) (3) to read:- 566 (b) (3) (only of cabuya, but excluding those of a thickness of 4 mm.)

BRAZIL

Fiscal dollar rate

THE BRAZILIAN Fiscal Dollar rate, used for the calculation of *ad valorem* customs duties, will be 590·77 Cruzeiros to the United States dollar during the month of October.

GUATEMALA

Tenders

H.M. CONSUL in Guatemala reports that by Decree-Law No. 116 of September 26, published in *El Guatemalteco* on October 1, 1963, and effective from October 2, 1963, purchases or acquisitions of armament, ammunition, equipment, construction material, aircraft, ships and other vehicles, fuel, lubricants and provisions, as well as the contracting of services and supplies made for the Army, are

(*Continued on page* 942)

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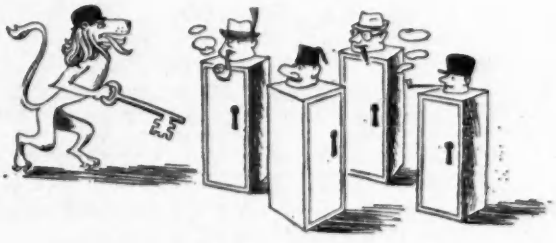
(ii) By giving you information about market conditions, opportunities and trends in countries throughout the world.



Q What are the best ways of selling my products overseas?

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(ii) We can seek agents or distributors to represent you abroad.

(iii) We can check the financial standing and creditworthiness of prospective agents and potential customers.

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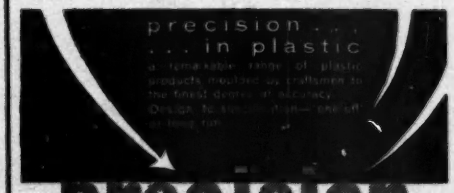

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Guatemala, continued

exempt from the normal tender conditions to which Guatemalan Government Departments are subject.

Such purchases are not subject to calls for public or private tenders and the Ministry of National Defence shall make certain that the acquisitions are in keeping with the national interests and that no unnecessary expenses shall be incurred on behalf of the State.

Customs tariff change

H.M. CONSULATE in Guatemala City report that, by Decree Law No. 115 of September 26, effective as from date of publication on October 3, 1963, the following change has been made to the Guatemalan Customs Tariff:

Tariff No.	Description	Unit	New Duty	Old Duty
			(Quetzales)	
653-09-02	Textiles of jute, henequen and other vegetable fibres, n.e.s., with or without mixtures of other textile fibres	Gross Kilo	0·50+ 10% *ad val.*	0·75+ 10% *ad val.*

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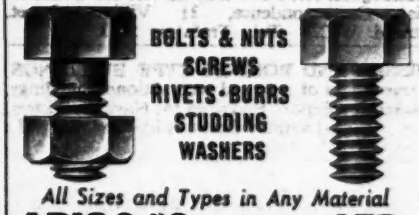

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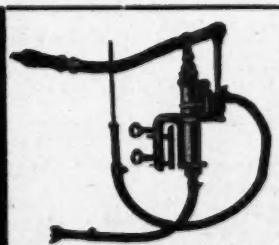

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Index to statistics published regularly in the Board of Trade Journal

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Title	*Last published*
Balance of payments (Q)	4 Oct. 1963
Business names registered (A)	1 Feb. 1963
Capital expenditure:	
By industry – provisional (Q)	13 Sept. 1963
– final (Q)	11 Oct. 1963
Expected capital expenditure (6-M)	16 Aug. 1963
Distributive and service trades (A)	14 Dec. 1962
Cars and commercial vehicles (M)	This week
Catering trades turnover (M)	11 Oct. 1963
Chemical industries production (6-M)	10 May, 1963
Companies:	
Income and finance (Q)	2 Aug. 1963
New companies registered (M)	27 Sept. 1963
Engineering and electrical goods:	
Production, exports and orders (M)	This week
Deliveries of certain products (Q)	27 Sept. 1963
Film industry:	
Cinema admissions and takings (M)	This week
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	2 Aug. 1963
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	This week
Foreign trade of the U.K.:	
Trade by air (6-M)	21 June 1963
Unit value and volume index nos. (M)	11 Oct. 1963
Value of overseas trade (M)	27 Sept. 1963
Gold and dollar reserves (M)	11 Oct. 1963
Hire purchase:	
Assets and liabilities of HP companies (Q)	6 Sept. 1963
Business (M)	4 Oct. 1963
Industrial building:	
Provisional figures (Q)	18 Oct. 1963
Industrial production:	
Census, first results (A)	14 Dec. 1962
Index nos. (M)	This week
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	19 July 1963
Transactions (Q)	18 Oct. 1963
Investments and earnings overseas (A)	19 April 1963
Passenger movement to and from U.K. (Q)	27 Sept. 1963
Pensions funds:	
Assets (A)	26 July 1963
Transactions (Q)	26 July 1963
Retail prices index (M)	This week
Retail trade:	
Index nos. (M)	4 Oct. 1963
N. Ireland index (M)	This week
Shipping movement at U.K. ports (Q)	13 Sept. 1963
Stocks:	
Manufacturers and distributors (Q)	11 Oct. 1963
Retail (M)	18 Oct. 1963
Textiles:	
Clothing and textiles orders and deliveries (M)	18 Oct. 1963
Man-made fibres production (M)	11 Oct. 1963
Wholesale houses sales (M)	18 Oct. 1963
Wool and cotton output (M)	18 Oct. 1963
Tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	15 Feb. 1963
Index nos. (M)	18 Oct. 1963

Board of Trade Departments, etc.

Subject	*Last published*
British Commercial Representatives Overseas	11 Oct. 1963
Board of Trade Departments	3 Aug. 1962
Board of Trade Regional Organization	18 Oct. 1963
ECGD Local Offices	27 Sept. 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	24 May 1963
U.S. Consular Offices in the U.K.	21 July 1961

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